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Export Directory

1976

FOREIGN
AGRICULTURAL
SERVICE

U.S. DEPARTMENT
OF AGRICULTURE

FASM 201 Rev.
MAY 1976

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AMERICAN REVOLUTION BICENTENNIAL
1776-1976

FOREWORD

The eighth annual edition of the Food and Agricultural Export Directory provides an updated listing of state and government agencies, trade associations, companies and others willing to assist, and provide services, to U. S. firms interested in exporting U. S. foods and agricultural products.

This Directory has proven to be one of FAS' most popular publications. Over 10,000 copies of the 1975 Supplemental edition were printed and the supply is exhausted. We hope this 1976 Bicentennial edition will serve you equally as well.

Every attempt has been made to insure that names, addresses and phone numbers are current and correct. At the same time, we recognize that any publication of this kind is extremely difficult to keep up-to-date. In most cases, however, where changes have already occurred since the Directory went to press, they have affected only the personnel in a given office. Functions, addresses and phone numbers normally remain unchanged, so the Directory can continue to serve its purpose.

Please send changes, additions, corrections or suggestions for the Directory to the Export Trade Services Division, Foreign Agricultural Service, U. S. Department of Agriculture, Washington, D. C. 20250, phone (202) 447-2423.

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FOOD AND AGRICULTURAL EXPORT DIRECTORY

1976

INTRODUCTION

The estimated $22 billion worth of agricultural commodities and products to be exported for the fiscal year ending June 30, 1976 is a tribute to the energy, sales ability and traditional trading spirit of the American agricultural community.

Exports provide markets for nearly 60 percent of our annual wheat crop; 55 percent of the rice; half of the soybeans; more than one-third of the cotton and tobacco; and one-fourth of the feed grains we produce.

About one-fifth of 1975 farm cash receipts resulted from agricultural exports. Production from nearly one out of every three harvested acres is sold abroad. Because of export requirements, U. S. land devoted to crops and livestock is increasing annually.

The vast network of support and service companies and organizations that link American farmers to consumers beyond our borders benefits from exports. Businesses that include agricultural machinery and chemicals manufacturers; the packaging and container industries; the transportation system; international banks; forwarders; brokers; and the small army of marketers, promotion specialists, and commercial representatives who travel the world probing for new or expanding markets for American farm products, all benefit from exports. Every additional billion dollars realized from an export sale generates 50,000 additional jobs here at home.

The American agricultural export enterprise can look forward to continuing opportunities for expanding world trade.

FOREIGN AGRICULTURAL SERVICE
U. S. DEPARTMENT OF AGRICULTURE
WASHINGTON, D. C. 20250

The Foreign Agricultural Service (FAS) is a service and promotion agency for the many elements of the U. S. agricultural export business. It reports on developments in world trade and conducts activities and events to stimulate and expand agricultural exports.

Following is a brief description of some of the organizations within FAS that offer export development services, and the U. S. food and agricultural trade groups and associations that cooperate with FAS on export promotion.

Page numbers refer to this directory.

Agricultural Attaches and Officers:

FAS has agricultural attaches and officers stationed in 61 American Embassies and Consulates in countries around the world. Many of them report on additional countries and areas. They are the key link in gathering, and reporting back to the United States, information on agricultural production, trade, and market opportunities. They also assist U. S. business groups and individuals traveling abroad to find and sell to international markets. See page 11.

Marketing directors and specialists in the FAS commodity area obtain and analyze information from agricultural attaches and other sources on a wide range of food and other agricultural commodities and products. Of special significance are competition studies and reports that list and analyze our major competitors in world markets, by country, commodity, and product.

The following broad groups of U.S. farm products are studied by these specialists: cotton; dairy and poultry; fats and oils; fruits and vegetables; grains and feeds; livestock and meat products; and tobacco and seeds. FAS also compiles information on agricultural imports to the United States.

Market Development Cooperators:

A total of 41 U. S. agricultural trade associations are cooperating with FAS to develop overseas markets for their respective products. They undertake a wide range of marketing and promotional activities aimed at the world spectrum of potential customers.

This program is sponsored, guided, and partially funded by FAS, but the associations provide basic initiative and direction. On an overall basis they and their foreign counterparts match FAS contributions two to one. See page 57.

State and Regional Organizations and Representatives:

State departments of agriculture and other state organizations are involved to varying degrees in export promotion. They cooperate with FAS in many projects, the most important of which are:

Help solicit commercial participants for overseas trade exhibits and similar events

Plan and conduct export seminars

Work with individual tradesmen and other exporters

Arrange appointments and trade visits in the United States for overseas businessmen

Support and update listings for the Trade Opportunity Referral Service and Export Briefs (see below)

Help staff and service FAS-sponsored overseas promotional events and provide certain overseas services, at FAS request

Provide continuing support to the export trade and agri-business community within their respective states or regions

State representatives are a good source of information on the services for actual and potential exporters of American agricultural products. They welcome inquiries. See page 44.

Some state departments of agriculture have merged into regional groups to more effectively coordinate export promotion and their relations with FAS. Forty-one states are now members of five such groups. A listing of these groups and their member states starts on page 38.

Export Trade Services Division

This FAS division operates several well-known programs to help the U. S. food and agricultural trade in its export efforts. They are:

Trade Opportunity Referral Service (TORS)

This is a computerized system that matches overseas buyers with U. S. suppliers of agricultural products. Several thousand importers

Trade Opportunity Referral Service (TORS) (Continued)

and other traders from 50 countries and most U. S. states are listed in this system. In operation, trade inquiries come in from overseas posts, are matched with U. S. suppliers, then the computer-printed inquiry is sent to U. S. handlers of the products or commodities.

Combined with TORS is Export Briefs, a weekly publication that lists all current trade inquiries. It is distributed to the U. S. trade either through state marketing representatives or direct from FAS. For information on either of these services, contact your state marketing representative (marked with an asterisk, starting on page 44), or FAS, phone (202) 447-7103.

New Product Testing Service

The entry and sale of certain American food products into certain markets are occasionally being questioned by foreign government representatives because of ingredients or label wording. FAS, through its attaches, will clear food labels and promptly report to the supplier on the results of this clearance. There is a charge of $5.00 per label, per country for this service and it often takes several weeks. In 1975, labels were cleared for 446 products in 15 countries.

For information on this program, call (202) 447-2423.

Export Sales Teams

Under this overseas promotional device, executives from several food companies or brokerage firms join together under FAS sponsorship to travel to a certain market and promote their products to the specially invited trade. FAS assembles and ships the food samples, arranges for the display site abroad, and generally assists the sales team both in the United States and abroad. For information on sales teams, phone (202) 447-7787.

Overseas Exhibits

FAS sponsors overseas trade shows which give the U. S. businessman an excellent opportunity to display and promote his products to the overseas trade, and to carry on intensive negotiations with potential buyers on their home ground. For information on exhibits, call (202) 447-7787.

Transportation Services

A transportation specialist provides information on ocean and air transportation of agricultural products, and is available for consultation on specific problems affecting the export shipment of any agricultural product to any market.

He also counsels on the Webb-Pomerene Act of 1918, which exempts businessmen operating under it from the antitrust laws in order to facilitate the movement of American goods to foreign countries.

For information on Webb-Pomerene organizations, and general problems on transportation, phone (202) 447-7481.

Publications

FAS publishes and distributes reports and circulars on developments in world agriculture. Its weekly printed magazine, Foreign Agriculture, available by subscription from the Government Printing Office ($34.35 annually plus $8.60 for overseas postage), gives timely information on international markets, production, consumption, trends, and news events.

For lists of these publications, and for extra single copies of this directory (as long as the supply lasts), write or call:

Information Services Staff
Room 5918-South
Foreign Agricultural Service
U. S. Department of Agriculture
Washington, D. C. 20250
Tel: (202) 447-7937

The principal sections of the Export Trade Services Division are:

DIRECTOR ..... William F. Dobbins
Tel: (202) 447-6343

State/Trade Coordination Branch

CHIEF ..... Byron K. Montgomery
Tel: (202) 447-2423

TORS Coordinator (Export Briefs) ..... Lloyd R. Williams
Tel: (202) 447-7103

Transportation Coordinator ..... Thomas M. Poerstel
Tel: (202) 447-7481

New Products Testing System Coordinator ..... Ms. Billie W. Tovell
Tel: (202) 447-2423

Program Development and Operations Branch

CHIEF ..... Norman R. Kallemeyn
Tel: (202) 447-7787

AGRICULTURAL ATTACHÉ SERVICE

The Agricultural Attachés are the overseas "eyes and ears" of American agriculture, representing U. S. agricultural interest abroad and providing information on world trade and market development of agricultural products. Their reports are available in the FAS Commodity Divisions.

William Horbaly
Assistant Administrator for
Agricultural Attachés
Tel: (202) 447-6138

Alexander Bernitz
Deputy Assistant Administrator
for Agricultural Attachés
Tel: (202) 447-3253 or 73297

Area Officers

Europe (Non EC Countries)

G. Stanley Brown
European Area Officer
Tel: (202) 447-2144 or 76083

Europe (EC Countries)

Stan Phillips
European Area Officer
Tel: (202) 447-6551

Western Hemisphere

Norman J. Pettipaw
Western Hemisphere Area Officer
Tel: (202) 447-2690

Far East and South Asia

Eugene T. Ransom
Far East and South Asia Area Officer
Tel: (202) 447-7053

Near East and Africa

John S. DeCourcy
Near East and Africa Area Officer
Tel: (202) 447-4887 or 76472

Representation and Foreign Visitors Staff

Haven D. Umstott
Tel: (202) 447-6725

Agricultural Attaches and Officers

COUNTRY	NAME AND TITLE	ADDRESS
Australia	Harlan J. Dirks Agricultural Attaché	American Embassy Moonah Pl. Yarralumla, A.C.T. CANBERRA Tel: 731-351

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attachés and Officers (Continued)

COUNTRY	NAME AND TITLE	ADDRESS
Austria (also Hungary & Czechoslovakia)	Nicholas M. Thuroczy Agricultural Attache	American Embassy IX Boltzmanngasse 16 A-1091 VIENNA Tel: 346-611
Bangladesh	Carl O. Winberg Agricultural Attache	American Embassy Adamjee Court Building Montijheel DACCA Tel: 244-220
Belgium	Frank A. Padovano Agricultural Attache	American Embassy 27 Blvd. du Regent BRUSSELS Tel: 513-3830
	John E. Montel Agricultural Attache	U. S. Mission to the European Communities 40 Blvd. du Regent Boite 3 BRUSSELS 1000 Tel: 513-4450
Brazil	Leon G. Mears Agricultural Attache	American Embassy Lote No. 3 Avenida das Nacoes BRASILIA Tel: 230-120
	Robert J. Wicks Agricultural Officer	American Consulate General Rua Padre Joao Manuel 20 SAO PAULO Tel: 375-574
Canada	Clarence V. Jean Agricultural Attache	American Embassy 100 Wellington Street OTTAWA Tel: 238-5335

Agricultural Attachés and Officers (Continued)

COUNTRY	NAME AND TITLE	ADDRESS
Chile	Max Bowser Agricultural Attaché	American Embassy Mercel 230 SANTIAGO Tel: 82-801
China, People's Republic Of	Koy L. Neeley Agricultural Attaché	U. S. Liaison Office PEKING, P.R.C.
China, The Republic Of	Frank L. Waddle Agricultural Attaché	American Embassy 2 Chung Hsiao West Road TAIPEI, TAIWAN Tel: 333-551
Colombia	Alfred R. Persi Agricultural Attaché	American Embassy Calle 37 #8-40 BOGOTA Tel: 329-100
Costa Rica (also Panama)	Edwin I. Cissel Agricultural Attaché	American Embassy Avenida 3 & Calle 1 SAN JOSE Tel: 225-566
Denmark (also Norway)	Fred W. Traeger Agricultural Attaché	American Embassy Dag Hammarskjolds Alle 24 COPENHAGEN Tel: (01)-21 31 44
Dominican Republic (also Bermuda, Bahamas, Haiti & Jamaica)	John D. Jacobs Agricultural Attaché	American Embassy Calle Cesar Nicolas Pensen and Calle Leopoldo Navarro SANTO DOMINGO Tel: 682-2171
Ecuador	C. Milton Anderson Agricultural Attaché	American Embassy 120 Avenida Patria QUITO Tel: 30-020

Agricultural Attaches and Officers (Continued)

COUNTRY	NAME AND TITLE	ADDRESS
El Salvador (also Nicaragua)	James W. Brock Agricultural Attache	American Embassy 1230, 25 Avenida Norte SAN SALVADOR Tel: 257-100
Egypt, Arab Republic of	H. Reiter Webb, Jr. Agricultural Attache	American Embassy 5 Sharia - Latin America CAIRO Tel: 28219
France	Kenneth E. Ogren Agricultural Attache	American Embassy 2 Ave. Gabriel PARIS Tel: 265-7460
	Hans G. Hirsch Agricultural Attache (OECD)	U. S. Mission to the Organization for Economic Cooperation & Development 19, Rue de Franqueville PARIS 16e Tel: 524-9743
Germany	Turner L. Oyloe Agricultural Attache	American Embassy Mehlemer Avenue 5300 Bonn Bad Godesberg BONN Tel: 221-8955
Great BRITAIN and No. Ireland	(See United Kingdom)	
Greece	Wilferd L. Phillipsen Agricultural Attache	American Embassy 91 Queen Sophia Avenue ATHENS Tel: 712-951
Guatemala (also Honduras and Belize)	Francis H. Jack III Agricultural Attache	American Embassy Avenida La Reforma 7-01 Zona 1 GUATEMALA CITY Tel: 61-541

Agricultural Attachés and Officers (Continued)

COUNTRY	NAME AND TITLE	ADDRESS
Hong Kong	Harold C. Champeau Agricultural Officer	American Consulate General 26 Garden Road HONG KONG Tel: 239-011
India (also Nepal)	Ivan E. Johnson Agricultural Attaché	American Embassy Shanti Path, Chanakyapuri 21 NEW DELHI Tel: 70-351
	Oldrich Fejfar Agricultural Officer	American Consulate General "Lincoln House" 78 Bhulabhai Desai Road BOMBAY Tel: 363-611
Indonesia	Verle E. Lanier Agricultural Attaché	American Embassy Medan Merdeka Selatan 5 JAKARTA Tel: 40-001
Iran	Paul J. Ferree Agricultural Attaché	American Embassy 260 Ave. Takti Jamshid TEHRAN Tel: 825-091
Ireland	Glenn Whiteman Agricultural Attaché	American Embassy 42 Elgin Rd., Ballsbridge DUBLIN Tel: 688-777
Israel (also Cyprus)	Roger Puterbaugh Agricultural Attaché	American Embassy 71 Hayarkon Street TEL AVIV Tel: 54-338

Agricultural Attaches and Officers (Continued)

COUNTRY	NAME AND TITLE	ADDRESS
Italy	Elmer W. Hallowell Agricultural Attache	American Embassy Via V. Veneto 119 ROME Tel: 4674
	John K. Davenport Agricultural Officer	American Consulate General Piazza della Republica 32 MILAN Tel: 652-841
Japan	Larry F. Thomasson Agricultural Attache	American Embassy 2 Akasaka Aoi-cho, Minato-ku TOKYO Tel: 583-7141
Kenya (also Uganda & Zambia)	James K. Freckmann Agricultural Attache	American Embassy (P. O. Box 30137) Eliot Street NAIROBI Tel: 334-141
Korea	Gordon S. Nicks Agricultural Attache	American Embassy 82 Sejong - Ro SEOUL Tel: 722-601
Lebanon (also Jordan & Syria)	Shackford Pitcher Agricultural Attache	TEMPORARY RESIDENCE American Embassy Damascus, Syria Tel: 361-800
Liberia (also Guinea, Republic of Ivory Coast, Senegal and Sierra Leone)	Charles Clendenen Agricultural Attache	American Embassy United Nations Drive MONROVIA Tel: 22-991

Agricultural Attaches and Officers (Continued)

COUNTRY	NAME AND TITLE	ADDRESS
Malaysia (also Brunei and Singapore)	Theodore R. Freeman, Jr. Agricultural Attache	American Embassy AIA Bldg. - Jalan Ampang KUALA LUMPUR Tel: 26-321
Mexico	Richard S. Welton Agricultural Attache	American Embassy Paseo de la Reforma 305, Colonia Cuauhtemoc MEXICO CITY, D. F. Tel: 525-9100
Morocco (also Tunisia and Libya)	Jerome M. Kuhl Agricultural Attache	American Embassy Charia Marrakech RABAT Tel: 30-361
Netherlands	James A. Hutchins, Jr. Agricultural Attache	American Embassy 102 Lange Voorhout THE HAGUE Tel: 624-911
New Zealand	Harold T. Sanden Agricultural Attache	American Embassy 155-161 The Terrace Room 1105-06 WELLINGTON Tel: 41-074
Nigeria (also Ghana)	Garth W. Thorburn Agricultural Attache	American Embassy 1 King's College Road LAGOS Tel: 57-320
Pakistan	Alvin E. Gilbert Agricultural Attache	American Embassy Ramna 4 ISLAMABAD Tel: 26-161

Agricultural Attaches and Officers (Continued)

COUNTRY	NAME AND TITLE	ADDRESS
Peru (also Bolivia)	Lawrence R. Fouchs Agricultural Attache	American Embassy Avenidas Wilson and Espana LIMA Tel: 286-000
Philippines	Glenn R. Samson Agricultural Attache	American Embassy 1201 Roxas Boulevard MANILA Tel: 598-011
Poland	Gerald Harvey Agricultural Attache	American Embassy, WARSAW c/o American Consulate General APO New York 09757 Tel: 283-041
Portugal	John C. McDonald Agricultural Attache	American Embassy Avenida Duque de Loule NO. 39 LISBON Tel: 555-141
South Africa, Republic of (also Lesotho, Botswana, Southwest Africa and Swaziland)	Rado J. Kinzhuber Agricultural Attache	American Embassy 225 Pretorius Street Pretoria, TRANSVAAL Tel: 484-266
Spain	Clarence L. Miller Agricultural Attache	American Embassy Serrano 75 MADRID Tel: 276-3600
Sweden (also Finland)	James O. Howard Agricultural Attache	American Embassy Strandvagen 101 STOCKHOLM Tel: 630-520

Agricultural Attaches and Officers (Continued)

COUNTRY	NAME AND TITLE	ADDRESS
Switzerland	Homer F. Walters Agricultural Attache	American Embassy 93/95 Jubilaumsstrasse BERN Tel: 430-011
	Ernest Koenig Agricultural Attache	U. S. Mission to European Office of U.N. and Other International Organizations 80 Rue de Lausanne-1202 GENEVA Tel: 327-020
Taiwan	(see China, the Republic Of)	
Thailand	Guy L. Haviland, Jr. Agricultural Attache	American Embassy 95 Wireless Road BANGKOK Tel: 252-5040
Trinidad & Tobago (also Antigua, Barbados, Dominica, French Guiana, French West Indies, Grenada, Guyana, Monserrat, Netherlands Antilles, St. Kitts-Nevis, St. Lucia, St. Vincent and Surinam)	Harry C. Bryan Agricultural Attache	American Embassy 15 Queen's Park West PORT-OF-SPAIN Tel: 26-371
Turkey	Walter A. Stern Agricultural Attache	American Embassy 110 Ataturk Blvd. ANKARA Tel: 274-350
Union of Soviet Socialist Republics (U.S.S.R.)	Alan W. Trick Agricultural Attache	American Embassy APO New York 09862 Tel: Moscow 252-0011

Agricultural Attaches and Officers (Continued)

COUNTRY	NAME AND TITLE	ADDRESS
United Kingdom (Great Britain and Northern Ireland)	William L. Rodman Agricultural Attache	American Embassy 24/31 Grosvenor Sq. W. 1 LONDON Tel: 499-9000
Uruguay (also Argentina and Paraguay)	James P. Rudbeck Agricultural Attache	American Embassy Lauro Muller 1776 MONTEVIDEO Tel: 409-051
Venezuela	James Ross Agricultural Attache	American Embassy Avenida Francisco de Miranda and Avenida Principal de la Floresta CARACAS Tel: 284-6111
Yugoslavia (also Romania)	Robert J. Svec Agricultural Attache	American Embassy Kneza Milosa 50 BELGRADE Tel: 645-655
Zaire, Republic Of	John A. Williams Agricultural Attache	American Embassy 310 Ave. des Aviateurs KINSHASA Tel: 22-698

INTERGOVERNMENTAL AFFAIRS

This listing shows Federal Regional Council USDA Liaison Representatives in the United States, by region. These officials, who work with state and local government personnel in their regions, represent the Secretary of Agriculture on the Federal Regional Councils and provide Council leadership on rural development work.

HEADQUARTERS

Office of Intergovernmental Affairs
U. S. Department of Agriculture
Washington, D. C. 20250

WASHINGTON STAFF

R. B. Wilson
Assistant to the Secretary for
Intergovernmental Affairs
Tel: (202) 447-6643

J. S. Wood
Deputy Assistant
Tel: (202) 447-7615

Regions and Representatives (Follow each name with Office of the Secretary, Office of Intergovernmental Affairs, U. S. Department of Agriculture, and the address below):

FRC REGION	STATES IN FRC REGION	USDA LIAISON REPS., FRC
I Boston	Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont	Sherman K. Sprague State Director, FmHA, USDA 141 Main Street Box 588 Montpelier, Vermont 05602 Tel: (802) 832-4454
II New York City	New Jersey, New York, Puerto Rico, Virgin Islands	Michael J. Lonergan Regional Director, OI, USDA 26 Federal Plaza, Room 1707 New York, New York 10007 Tel: (212) 264-8400

FRC REGION	STATES IN FRC REGION	USDA LIAISON REPS., FRC
III Philadelphia	Delaware, Maryland, Pennsylvania, Virginia, West Virginia, District of Columbia	Penrose Hallowell State Director, FmHA, USDA Federal Building, Room 728 228 Walnut Street P. O. Box 905 Harrisburg, Pennsylvania 17108 Tel: (717) 590-4476
IV Atlanta	Kentucky, Tennessee, Mississippi, Alabama, Georgia, North Carolina, South Carolina, Florida	Michael W. Kageorge Assistant Area Director, USDA APMA, SA-S&PF Room 713 1720 Peachtree Road, N. W. Atlanta, Georgia 30309 Tel: (404) 285-5663
V Chicago	Minnesota, Wisconsin, Michigan, Illinois, Indiana, Ohio	Charles W. Shuman State Director, FmHA, USDA 2106 W. Springfield Avenue Champaign, Illinois 61820 Tel: (217) 958-9127
VI Dallas	Texas, Arkansas, Louisiana, Oklahoma, New Mexico	Martin D. Garber Regional Administrator, FNS, USDA 1100 Commerce Street Dallas, Texas 75202 Tel: (214) 749-2877
VII Kansas City	Iowa, Kansas, Missouri, Nebraska	George L. Eastling, Jr. Director, Prairie Village ASCS Commodity Office, USDA Box 8377 Shawnee Mission, Kansas 66208 Tel: (816) 926-6401
VIII Denver	Colorado, Utah, Wyoming, Montana, North Dakota, South Dakota	Craig Rupp, Acting Regional Forester, FS, USDA Box 25127 Lakewood, Colorado 80225 Tel: (303) 234-3711

FRC REGION	STATES IN FRC REGION	USDA LIAISON REPS., FRC
IX San Francisco	Arizona, California, Nevada, Hawaii, Guam	Douglas R. Leisz Regional Forester, FS, USDA 630 Sansome Street San Francisco, California 94111 Tel: (415) 556-4310
X Seattle	Alaska, Idaho, Oregon, Washington	Don R. Campbell Forest Sup., FS, USDA Mt. Baker-Snoqualmie National Forest 1601 Second Avenue Building Seattle, Washington 98101 Tel: (206) 399-0307

ANIMAL AND PLANT HEALTH INSPECTION SERVICE

The Animal and Plant Health Inspection Service is responsible for the inspection and certification of animals, plants and agricultural products to meet health and/or sanitation requirements for export. The agency's veterinarians inspect animals, poultry, meat and other animal products to assure conformance with health and sanitation requirements for export as prescribed by the United States and the country of destination. At the request of exporters, plant inspectors certify the sanitation of plants and plant foods in accordance with the requirements of the receiving nations.

Export of Live Animals and Live Poultry

Dr. John R. Langridge
Veterinary Services
Animal and Plant Health Inspection Service
U. S. Department of Agriculture
Hyattsville, Maryland 20782
Tel: (301) 436-8383

APHIS Veterinary Services

Area and Veterinarian in Charge

AREA 1: (Connecticut, Rhode Island, Vermont, New Hampshire, Maine, and Massachusetts)

Dr. A. E. Decoteau
USDA, APHIS Veterinary Services
424 Trapelo Road, Building 134 North
Waltham, Massachusetts 02154
Tel: (617) 894-2400 ext. 761
FTS 839-7761

AREA 2: (New Jersey, Pennsylvania, and New York)

Dr. W. W. Thomas
USDA, APHIS Veterinary Services
Room 513, 80 Wolf Road
Albany, New York 12205
Tel: (518) 472-3377
FTS 562-3377

AREA 3: (Delaware, West Virginia, Virginia, and Maryland)

Dr. Paul Kramer
USDA, APHIS Veterinary Services
Room 601 Presidential Building
6525 Belcrest Road
Hyattsville, Maryland 20782
Tel: (301) 436-8044
FTS 436-8044

AREA 4: (Ohio and Michigan)

Dr. Douglas Stauffer
USDA, APHIS Veterinary Services
94 W. Church Street
P. O. Box 264
Pickerington, Ohio 43147
Tel: (614) 469-5602
FTS 943-5602

Area and Veterinarian in Charge (Continued)

AREA 5: (Illinois and Indiana)

Dr. H. D. White
USDA, APHIS Veterinary Services
5610 Crawfordsville Road, Suite 1000
Indianapolis, Indiana 46224
Tel: (317) 269-6132
FTS 331-6132

AREA 6: (Wisconsin and Minnesota)

Dr. Basil Ward
USDA, APHIS Veterinary Services
555 Wabasha Street
St. Paul, Minnesota 55102
Tel: (612) 725-7691
FTS 725-7691

AREA 7: (Kentucky and Tennessee)

Dr. W. E. Ivey
USDA, APHIS Veterinary Services
P. O. Box 348
Brentwood, Tennessee 37027
Tel: (615) 749-5594
FTS 852-5594

AREA 8: (Mississippi and Alabama)

Dr. S. C. Gartman
USDA, APHIS Veterinary Services
P. O. Box 1120
400 Milner Bldg.
Lamar and Pearl Streets
Jackson, Mississippi 39205
Tel: (601) 969-4307
FTS 490-4307

AREA 9: (North Carolina, South Carolina, and Georgia)

Dr. Oren Kelsey
USDA, APHIS Veterinary Services
P. O. Box 11598
Columbia, South Carolina 29211
Tel: (803) 765-5612
FTS 677-5612

AREA 10: (Florida, Puerto Rico and Virgin Islands)

Dr. Wiley Bird
USDA, APHIS Veterinary Services
P. O. Box 400
Miami Springs, Florida 33166
Tel: (305) 592-3210
FTS 350-4733

AREA 11: (Louisiana, Arkansas, and Oklahoma)

Dr. Allen G. Spreitzer
USDA, APHIS Veterinary Services
115 NW Sixth Street
Oklahoma City, Oklahoma 73102
Tel: (405) 231-4335
FTS 736-4335

AREA 12: (New Mexico and Texas)

Dr. E. S. Cox
USDA, APHIS Veterinary Services
702 Colorado Street - Room 301
Austin, Texas 78701
Tel: (512) 397-5551
FTS 734-5551

Area and Veterinarian in Charge (Continued)

AREA 14: (Montana, South Dakota and North Dakota)

Dr. M. B. Huffman
USDA, APHIS Veterinary Services
P. O. Box 639
220 E. Rosser Avenue
Room 222 Federal Building
Bismark, North Dakota 58501
Tel: (701) 255-4011 ext. 211
FTS 783-4211

AREA 15: (Wyoming, Utah and Colorado)

Dr. D. A. Price
USDA, APHIS Veterinary Services
2490 West 26th Avenue - Room 237
Denver, Colorado 80211
Tel: (303) 837-3481
FTS 327-3481

AREA 16: (Kansas and Nebraska)

Dr. Ross Gerding
USDA, APHIS Veterinary Services
P. O. Box 81866
100 Centennial Mall North - Room 398
Lincoln, Nebraska 68501
Tel: (402) 471-5441
FTS 867-5441

AREA 17: (Iowa and Missouri)

Dr. G. W. Spangler
USDA, APHIS Veterinary Services
210 Walnut Street
Federal Building - Room 877
Des Moines, Iowa 50309
Tel: (515) 284-4140
FTS 862-4140

AREA 18: (Nevada, Arizona, Hawaii and California)

Dr. J. B. Healy
USDA, APHIS Veterinary Services
650 Capitol Mall, Room 8566
Sacramento, California 95814
Tel: (916) 440-3215
FTS 448-3215

AREA 19: (Oregon, Washington, Idaho and Alaska)

Dr. R. Evinger
USDA, APHIS Veterinary Services
P. O. Box 2108
494 State Street, Room 203
Salem, Oregon 97308
Tel: (503) 399-5871
FTS 422-5871

Export of Meat and Poultry Products

Dr. H. M. Steinmetz
Meat and Poultry Inspection
Animal and Plant Health Inspection Service
U. S. Department of Agriculture
Washington, D. C. 20250
Tel: (202) 447-7610

Export of Meat and Poultry Products (Continued)

WESTERN REGION: (Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, North Dakota, Oregon, South Dakota, Utah, Washington, Wyoming, and Samoa, Guam)

Dr. L. J. Rafoth, Director
Building 2C - Room 102
620 Central Avenue
Alameda, California 94501
Tel: (415) 536-7402

SOUTHWESTERN REGION: (Arkansas, Kansas, Louisiana, Missouri, New Mexico, Oklahoma, and Texas)

Dr. Willis H. Irvin, Director
1100 Commerce Street
Room 5-F41
Dallas, Texas 75201
Tel: (214) 749-3747

NORTH CENTRAL REGION: (Illinois, Indiana, Iowa, Michigan, Minnesota, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin)

Dr. L. H. Burkert, Director
U. S. Courthouse Building
Room 419
East First and Walnut Streets
Des Moines, Iowa 50309
Tel: (515) 284-4042

SOUTHEASTERN REGION: (Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, Puerto Rico, South Carolina, Tennessee, and Virgin Islands)

Dr. G. Harner, Director
1718 Peachtree Street, N. W., Room 216
Atlanta, Georgia 30309
Tel: (404) 526-3911

NORTHEASTERN REGION: (Connecticut, Delaware, District of Columbia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Virginia, Vermont, and West Virginia)

Dr. M. Hatter, Director
1421 Cherry Street - Seventh Floor
Philadelphia, Pennsylvania 19102
Tel: (215) 597-4219

Plant Protection and Quarantine Programs, by Region

Export of Plants and Plant Products

Scot Campbell
Plant Protection and Quarantine Programs
Animal and Plant Health Inspection Service
U. S. Department of Agriculture
Hyattsville, Maryland 20782
Tel: (301) 436-8247

NORTHEASTERN REGION

J. T. Koski, Regional Director
Plant Protection and Quarantine Programs
APHIS, USDA
505 S. Leona Road
Building Blason II
P. O. Box 93
Moorestown, New Jersey 08057
Tel: (609) 963-2267

Plant Protection and Quarantine Programs,
by Region (Continued)

Export of Plants and Plant Products (Continued)

SOUTHEASTERN REGION

H. L. Ford, Regional Director
Plant Protection and Quarantine
Programs
APHIS, USDA
3505 25th Avenue
Gulfport, Mississippi 39501
Tel: (601) 863-6103

WESTERN REGION

A. L. Adams, Regional Director
Plant Protection and Quarantine
Programs
APHIS, USDA
620 Central Avenue
Building 2B, Room 103
Alameda, California 94501
Tel: (415) 273-6044

SOUTH-CENTRAL REGION

John L. Ward, Regional Director
Plant Protection and Quarantine
Programs
APHIS, USDA
400 Boca Chica Tower
2100 Boca Chica Boulevard
Brownsville, Texas 78520
Tel: (512) 546-8213

AGRICULTURAL MARKETING SERVICE

The Agricultural Marketing Service has responsibility for quality and condition standards of the Department of Agriculture. Fresh and processed agricultural products are graded according to these standards. Exporters on a fee basis can obtain this grading service in terms of the quality specifications of foreign buyers.

The following office can refer you to sources of information for grading of specific agricultural products:

Agricultural Marketing Service
U. S. Department of Agriculture
Room 3071-South Building
Washington, D. C. 20250
Tel: (202) 447-5115

AGRICULTURAL RESEARCH SERVICE

The Agricultural Research Service conducts research to improve farm production processing and marketing. Activities of particular interest to exporters include--information, research publications and consultations on transportation, packaging, storage, refrigeration, market diseases and disorders, insect control and pesticide residues for domestic and foreign marketing. Studies are made to determine the best ways to select, pack and ship for export and the results are published.

T. W. Edminster, Administrator
Agricultural Research Service
Room 302-A
Washington, D. C. 20250
Tel: (202) 447-3656

Dr. Ralph J. McCracken
Associate Administrator
Agricultural Research Service
Room 302-A
Washington, D. C. 20250
Tel: (202) 447-3658

Dr. William G. Chace, Jr.
National Program Staff Scientist--Marketing
Horticultural Crops
Room 213, B-005, BARC-W
Beltsville, Maryland 20705
Tel: (301) 344-2777

Dale L. Anderson
National Program Staff Scientist--Transportation and Facilities
Room 214, B-005, BARC-W
Beltsville, Maryland 20705
Tel: (301) 344-2780

FIELD OPERATIONS

Northeastern Region

Dr. Steven C. King
Deputy Administrator
Room 333, B-003, BARC-W
Beltsville, Maryland 20705
Tel: (301) 344-3418

Dr. H. S. Ricker, Chairman
Agricultural Marketing Research Institute
Room 130, B-003, BARC-W
Beltsville, Maryland 20705
Tel: (301) 344-3338

Northeastern Region (Continued)

Dr. A. W. Kotula, Lab. Chief
Meat Science Research Lab.
B-201, BARC-E
Beltsville, Maryland 20705
Tel: (301) 344-2400

Phillp Breakiron, Lab. Chief
Transportation and Packaging Research Lab.
Room 210, B-006, BARC-W
Beltsville, Maryland 20705
Tel: (301) 344-2815

Northeastern Region (Continued)

L. Risse & R. McDonald
European Marketing Research Center
38 Marconistraat
Rotterdam, The Netherlands
Tel: 010 76 55 38 or 010 76 65 38
Telex: 26649 - usars nl

M. Ceponis
Eastern Market Pathology Lab.
P. O. Box 231
Rutgers University
New Brunswick, New Jersey 08903
Tel: (201) 932-9881

North Central Region

Earl R. Glover, Deputy Administrator
USDA/ARS/North Central Region
2000 W. Pioneer Parkway
Peoria, Illinois 61614
Tel: (309) 471-9577

Dr. L. Beraha
Market Pathology Lab.
536 South Clark Street, Room 183
Chicago, Illinois 60605
Tel: (312) 353-6678

Dr. Y. Pomeranz
U. S. Grain Marketing Research Center
1515 College Avenue
Manhattan, Kansas 66502
Tel: (913) 539-9141

Southern Region

Dr. Arthur W. Cooper, Deputy Administrator
USDA/ARS/Southern Region
P. O. Box 53326
New Orleans, Louisiana 70153
Tel: (504) 589-6753

Southern Region (Continued)

Dr. J. M. Wells
Southeastern Fruit and Tree Nut Research Lab.
P. O. Box 87
Byron, Georgia 31008
Tel: (912) 956-5656

Dr. T. Hatton
U. S. Horticultural Research Lab.
2120 Camden Road
Orlando, Florida 32803
Tel: (305) 898-6791

Dr. T. H. Camp
Transportation and Marketing Research Unit
P. O. Box ED
College Station, Texas 77840
Tel: (713) 846-8821

Dr. W. Carter
Market Quality Research
P. O. Box 267
Weslaco, Texas 78596
Tel: (512) 968-5533

Western Region

Dr. H. C. Cox, Deputy Administrator
USDA/ARS/Western Region
2850 Telegraph Avenue
Berkeley, California 94705
Tel: (415) 486-3565

Dr. J. Harvey
Market Quality and Transportation Research Lab.
2021 South Peach Avenue
Fresno, California 93727
Tel: (209) 487-5334

Western Region (Continued)

Dr. L. Houck
Citrus Storage and Marketing
Research
Boyden Entomology Lab.
University of California
P. O. Box 112
Riverside, California 92502
Tel: (714) 787-1373

J. Fountain
Transportation and Packaging
Research
3706 West Nob Hill Boulevard
Yakima, Washington 98902
Tel: (509) 248-5341

STATE EXTENSION SERVICES

Joseph R. Corley, Economist
Foreign Trade, Extension Service
U. S. Department of Agriculture
Washington, D. C. 20250
Tel: (202) 447-4520

Works with State Extension Services and USDA agencies to develop and conduct extension programs for foreign trade.

The following are key contacts in the Cooperative Extension Service of the State Universities who can direct you to sources of information on food and agricultural exports and help analyze opportunities for getting into the export market:

Alabama

A. R. Cavender
Auburn University
Auburn, Alabama 36830
Tel: (205) 826-4962

Alaska

James W. Matthews
University of Alaska
Fairbanks, Alaska 99701
Tel: (907) 479-7246

Arizona

C. Curtis Cable
University of Arizona
Tucson, Arizona 85721
Tel: (602) 884-1005

Arkansas

A. W. Woodard
P. O. Box 391
Little Rock, Arkansas 72203
Tel: (501) 376-6301

California

Jerome Siebert
University of California
377 University Hall
Berkeley, California 94720
Tel: (415) 642-3235

Colorado

Carl W. Herzman
Colorado State University
Fort Collins, Colorado 80523
Tel: (303) 491-6274

Connecticut

Don G. Stitts
University of Connecticut
Storrs, Connecticut 06268
Tel: (203) 486-2742

Delaware

W. T. McAllister
University of Delaware
Newark, Delaware 19711
Tel: (302) 738-2511

STATE EXTENSION SERVICES (Continued)

Florida

Charles D. Covey
University of Florida
Gainesville, Florida 32611
Tel: (904) 392-1877

Georgia

Robert S. Glover
University of Georgia
Athens, Georgia 30601
Tel: (404) 542-1861

Hawaii

Jack T. Ishida
University of Hawaii
Honolulu, Hawaii 96822
Tel: (808) 944-8111

Idaho

Robert L. Sargent
Department of Agricultural Economics
Idaho State University
Moscow, Idaho 83843

Illinois

W. Brice Kirtley
University of Illinois
Urbana, Illinois 61801
Tel: (217) 333-6582

Indiana

W. S. Farris
Purdue University
Lafayette, Indiana 47907
Tel: (317) 493-2221

Iowa

C. Phillip Baumel
Iowa State University
Ames, Iowa 50010
Tel: (515) 294-7318

Kansas

Norman V. Whitehair
Kansas State University
Manhattan, Kansas 66506
Tel: (913) 532-6911

Kentucky

Robert W. Rudd
University of Kentucky
Lexington, Kentucky 40506
Tel: (606) 258-5762

Louisiana

Reid M. Grigsby
Louisiana State University
Baton Rouge, Louisiana 70803
Tel: (504) 388-2145

Maine

E. S. Micka
University of Maine
Orono, Maine 04473
Tel: (207) 581-7011

Maryland

John M. Curtis
University of Maryland
Extension Service
College Park, Maryland 20742
Tel: (301) 454-3801

STATE EXTENSION SERVICES (Continued)

Massachusetts

T. W. Leed
University of Massachusetts
Amherst, Massachusetts 01002
Tel: (413) 545-2494

Michigan

George T. Stachwick
Michigan State University
East Lansing, Michigan 48824
Tel: (517) 355-2318

Minnesota

Willis E. Anthony
University of Minnesota
St. Paul, Minnesota 55101
Tel: (612) 373-1093

Mississippi

W. M. Bost, Director
Cooperative Extension Service
University of Mississippi
Mississippi State, Mississippi 39762
Tel: (601) 325-4436

Missouri

C. L. Cramer
University of Missouri
Columbia, Missouri 65201
Tel: (314) 882-2831

Montana

Charles H. Rust
Montana State University
Bozeman, Montana 59715
Tel: (406) 994-3451

Nebraska

Allen C. Wellman
University of Nebraska
Lincoln, Nebraska 68503
Tel: (402) 472-3401

Nevada

Edmond R. Barmettler
University of Nevada
Reno, Nevada 89507
Tel: (702) 784-6611

New Hampshire

Nicholas Engalichev
University of New Hampshire
Durham, New Hampshire 03824
Tel: (603) 862-1702

New Jersey

Frederick A. Perkins
Rutgers - The State University
New Brunswick, New Jersey 08903
Tel: (201) 932-1766

New Mexico

James E. Kirby
New Mexico State University
Las Cruces, New Mexico 88003
Tel: (505) 646-3015

New York

Olan D. Forker
Cornell University
Ithaca, New York 14853
Tel: (607) 256-4576

STATE EXTENSION SERVICES (Continued)

North Carolina

Fred D. Sobering
North Carolina State University
Raleigh, North Carolina 27607
Tel: (919) 737-3107

North Dakota

Hugh J. McDonald
North Dakota State University
Fargo, North Dakota 58102
Tel. (701) 237-7393

Ohio

John W. Sherp
Ohio State University
2120 Fyffe Road
Columbus, Ohio 43210
Tel. (614) 422-6446

Oklahoma

P. E. (Gus) Page
Oklahoma State University
Stillwater, Oklahoma 74074
Tel: (405) 372-6211, ext. 7515

Oregon

Steve C. Marks
Oregon State University
Corvallis, Oregon 97331
Tel: (503) 754-2942

Pennsylvania

J. W. Malone, Jr.
Pennsylvania State University
University Park, Pennsylvania 16802
Tel. (814) 865-5461

Rhode Island

William H. Wallace
University of Rhode Island
Kingston, Rhode Island 02881
Tel: (401) 792-2472

South Carolina

Jerold F. Pittman
Clemson University
Clemson, South Carolina 29631
Tel: (803) 656-3461

South Dakota

J. E. Thompson
South Dakota State University
Brookings, South Dakota 57006
Tel: (605) 688-4141

Tennessee

M. Lloyd Downen
University of Tennessee
P. O. Box 1071
Knoxville, Tennessee 37901
Tel: (615) 974-7112

Texas

William E. Black
Texas A&M University
College Station, Texas 77843
Tel: (713) 845-2961

Utah

Morris H. Taylor
Utah State University
Logan, Utah 84321
Tel: (801) 752-4100, ext. 7347

STATE EXTENSION SERVICES (Continued)

Vermont

Fred C. Webster
University of Vermont
Burlington, Vermont 05401
Tel: (802) 656-3131

Virginia

W. R. Luckham
Virginia Polytechnic Institute
Blacksburg, Virginia 24061
Tel: (703) 951-5265

Washington

A. H. Harrington
Washington State University
Pullman, Washington 99163
Tel: (509) 335-2511

West Virginia

Ronald L. Stump, Assistant Director
Extension Service
West Virginia University
Morgantown, West Virginia 26506
Tel: (304) 293-5691

Wisconsin

Richard H. Vilstrup
University of Wisconsin
Madison, Wisconsin 53706
Tel: (608) 262-2713

Wyoming

Robert F. Frary
University of Wyoming
Box 3354, University Station
Laramie, Wyoming 82070
Tel: (307) 766-3253

Puerto Rico

E. R. Ortiz
University of Puerto Rico
Rio Piedras, Puerto Rico 00928
Tel: (809) 765-8000

Virgin Islands

Darshan S. Padda
Virgin Islands Extension Service
Kingshill
P. O. Box 166
St. Croix, Virgin Islands 00850
Tel: (809) 773-0246

STATE ORGANIZATIONS

ATLANTIC INTERNATIONAL MARKETING ASSOCIATION (AIM)

An association of five eastern State Departments of Agriculture to promote and develop agricultural exports from member states. They are: Georgia, Maryland, North Carolina, South Carolina, and Virginia.

PRESIDENT

Eugene E. Carroll, Jr., North Carolina Department of Agriculture

VICE-PRESIDENT

John J. Ligon, Virginia Department of Agriculture and Commerce

SECRETARY/TREASURER

Johnny V. Whitworth, Georgia Department of Agriculture

EASTERN U. S. AGRICULTURAL AND FOOD EXPORT COUNCIL, INC. (EUSAFEC)

An organization of the ten northeast State Departments of Agriculture formed to develop cooperative programs to increase the exports of food and other agricultural products. The member states are: Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont.

PRESIDENT

Phillip Alampi, New Jersey Department of Agriculture

VICE-PRESIDENT

Frederic Winthrop, Jr., Massachusetts Department of Agriculture

SECRETARY/TREASURER

Roger Barber, New York Department of Agriculture

MEMBERS, EXECUTIVE COMMITTEE

Joseph Williams, Maine Department of Agriculture
Raymond Kerstetter, Pennsylvania Department of Agriculture

EASTERN U. S. AGRICULTURAL AND FOOD EXPORT COUNCIL, INC. (EUSAFEC) (Continued)

HEADQUARTERS

2 World Trade Center, Suite 5095
New York, New York 10047
Tel: (212) 432-0020
TWX: 710-581-4314

Rosario J. Caponetto, EXECUTIVE DIRECTOR
Lynda M. Wright, ASSISTANT TO THE DIRECTOR

MID-AMERICA INTERNATIONAL AGRI-TRADE COUNCIL (MIATCO)

An export council of the twelve midwest State Departments of Agriculture to coordinate and expand activities for food and agricultural products. The member states are: Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

PRESIDENT

Robert H. Lounsberry, Iowa Department of Agriculture

VICE-PRESIDENT

James B. Boillot, Missouri Department of Agriculture

TREASURER

Glenn Kruesher, Nebraska Department of Agriculture

SECRETARY

John O. Dunbar, Indiana Agricultural Experiment Station, Purdue University

HEADQUARTERS

300 West Washington Street, Suite 710
Chicago, Illinois 60606
Tel: (312) 368-4448

Dennis J. Dunn, EXECUTIVE DIRECTOR
Thomas E. Corum, INTERNATIONAL MARKETING REPRESENTATIVE

NATIONAL ASSOCIATION OF MARKETING OFFICIALS (NAMO)

NAMO is an affiliate of the National Association of State Departments of Agriculture to develop a broad program of services and improve marketing of agricultural products. Executive membership is made up of head of state agency responsible for marketing in domestic and international trade.

PRESIDENT

John F. (Jay) Glatt, Oregon Department of Agriculture

1st VICE-PRESIDENT

John J. Repko, New Jersey Department of Agriculture

2nd VICE-PRESIDENT

Curtis F. Tarleton, North Carolina Department of Agriculture

SECRETARY/TREASURER

Forrest Strand, Michigan Department of Agriculture

MEMBERS AT LARGE

M. C. Combs, Minnesota Department of Agriculture
Kenneth Boughton, Kansas Department of Agriculture

NATIONAL ASSOCIATION OF STATE DEPARTMENTS OF AGRICULTURE (NASDA)

Includes lialson and contacts with State Departments of Agriculture export specialists.

PRESIDENT

L. D. McCorkindale, Arizona Commission of Agriculture and Horticulture

1st VICE-PRESIDENT

Howard C. Townsend, New Hampshire Department of Agriculture

2nd VICE-PRESIDENT

John M. Stackhouse, Ohio Department of Agriculture

NATIONAL ASSOCIATION OF STATE DEPARTMENTS OF AGRICULTURE (NASDA) (Continued)

SECRETARY/TREASURER

S. Mason Carbaugh, Virginia Department of Agriculture and Commerce

BOARD OF DIRECTORS

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Robert J. Williams, Midwestern States, Illinois Department of Agriculture
George M. Wilber, Northeastern States, Connecticut Department of Agriculture
Stewart Bledsoe, Western States, Washington State Department of Agriculture

HEADQUARTERS

1616 H Street, N. W.
Washington, D. C. 20006
Tel: (202) 628-1566

W. Stanwood Cath, EXECUTIVE SECRETARY
J. B. Grant, ASSISTANT EXECUTIVE SECRETARY

NASDA SUB-COMMITTEE FOR INTERNATIONAL TRADE

This committee, composed of one representative from each NASDA region, serves as an advisor to Foreign Agricultural Service in export programs developed with State Departments of Agriculture.

MEMBERS

John D. Stiles, Chairman, Florida Department of Agriculture and Consumer Services
M. C. Combs, Minnesota Department of Agriculture
Donald O. Cunnion, Pennsylvania Department of Agriculture
R. Vern Divers, Washington State Department of Agriculture

PACIFIC NORTHWEST INTERNATIONAL TRADE COUNCIL (PNITC)

A four-state (Idaho, Montana, Oregon, Washington) partnership of State Departments of Commerce and Economic Development and Departments of Agriculture and private industry representatives communicating jointly to increase Pacific Northwest international trade. The Council facilitates cooperation and joint sponsoring of exhibits, trade missions, sales development and other kinds of sales promotion projects.

PRESIDENT

John George
ORE-IDA Foods, Inc.
P. O. Box 10
Boise, Idaho 83707
Tel: (208) 343-7941

PNITC AGRICULTURAL COORDINATING COMMITTEE

CHAIRMAN

Jay Glatt, Oregon Department of Agriculture
Tel: (503) 378-3787

SOUTHERN UNITED STATES TRADE ASSOCIATION (SUSTA)

An association of fifteen southern State Departments of Agriculture and related organizations formed to promote food and other agricultural exports from its member states. The member states are: Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, and West Virginia.

PRESIDENT

S. Mason Carbaugh, Virginia Department of Agriculture and Commerce

VICE-PRESIDENT

John C. White, Texas Department of Agriculture

SECRETARY/TREASURER

Thomas T. Irvin, Georgia Department of Agriculture

SOUTHERN UNITED STATES TRADE ASSOCIATION (SUSTA) (Continued)

EXECUTIVE COMMITTEE

James A. Graham, North Carolina Department of Agriculture
Jim Buck Ross, Mississippi Department of Agriculture and Commerce
Doyle Conner, Florida Department of Agriculture and Consumer Services

HEADQUARTERS

International Trade Mart, Suite 338
2 Canal Street
New Orleans, Louisiana 70130
Tel: (504) 527-5986
Telex: 584319 SUSTA NLN

Herbert Stone, EXECUTIVE DIRECTOR
Linda H. Shelton, ASSISTANT TO EXECUTIVE DIRECTOR

STATE DEPARTMENTS OF AGRICULTURE

(Includes other State agencies in States where the State Department of Agriculture does not have the primary responsibility for export development.)

*Denotes the primary contact in each State for export information and assistance to private traders in developing food and agricultural exports.

Alabama Department of Agriculture and Industries

P. O. Box 3336
Beard Building
Montgomery, Alabama 36109

McMillan Lane, Commissioner
Tel: (205) 832-6693

*Felix Welch, Director
Tel: (205) 832-3757

Alaska Department of Natural Resources Division of Agriculture

P. O. Box 1088
Palmer, Alaska 99645

Allan Linn, Director
Tel: (907) 745-3236

*Edward D. Kern, Marketing Specialist
Tel: (907) 745-3236

Arizona Department of Economic Planning and Development

1645 West Jefferson Avenue
Phoenix, Arizona 85007

William F. Kane, Acting Executive Director
Tel: (602) 271-5371

Clint Johnson, Deputy Director
Tel: (602) 271-5371

Arizona Department of Economic Planning and Development (Continued)

*David C. Graybill
Economic Development Specialist
Tel: (602) 271-5374

Arkansas State Plant Board

421½ West Capitol
P. O. Box 1069
Little Rock, Arkansas 72203

Robert W. Anderson, Director
Tel: (501) 371-1021

*Truman Hill, Director
Division of Marketing
Tel: (501) 371-1021

California Department of Food and Agriculture

1220 N Street
Sacramento, California 95814

L. T. Wallace, Director
Tel: (916) 445-7126

Jed A. Adams, Assistant Director
Division of Marketing Services
Tel: (916) 445-2491

*Harry J. Krade, Assistant Director
Tel: (916) 445-0682

Colorado Department of Agriculture

1525 Sherman Street
Denver, Colorado 80203

J. Evan Goulding, Commissioner
Tel: (303) 892-2811

*Erwyn E. Witte, Director
Division of Markets
Tel: (303) 892-2848

Verne K. Batchelder
Division of Markets
Tel: (303) 892-2848

Connecticut Department of Agriculture

State Office Building
Hartford, Connecticut 06115

George M. Wilber, Commissioner
Tel: (203) 566-4667

*Robert Goldman, Chief
Division of Markets
Tel: (203) 566-4276

Delaware Department of Agriculture

P. O. Drawer D
Dover, Delaware 19901

Martin Isaacs, Secretary
Tel: (302) 678-4811

*Robert C. Berry, Director
Division of Production and Promotion
Tel: (302) 678-4815

Florida Department of Agriculture and Consumer Services

Mayo Building
Tallahassee, Florida 32304

Doyle Conner, Commissioner
Tel: (904) 488-3022

*John D. Stiles, Director
Division of Marketing
Tel: (904) 488-4031

Dehryl McCall
Marketing Specialist
Tel: (904) 488-5831

Miami Regional Office
Room 530, 1350 N. W. 12th Avenue
Miami, Florida 33136

Dr. Roberto E. Parajon, Marketing Specialist
Tel: (305) 325-3647

Georgia Department of Agriculture

Capitol Square
Atlanta, Georgia 30334

Thomas T. Irvin, Commissioner
Tel: (404) 656-3600

Glenn Segars, Deputy Commissioner
Tel: (404) 656-3615

Robert F. Ray, Assistant Commissioner
Marketing Division
Tel: (404) 656-3680

Georgia Department of Agriculture (Continued)

Emory L. Brinson, Director
Markets Division
Tel: (404) 656-3680

Johnny V. Whitworth, Director
International Trade
Tel: (404) 656-3740

*Robert A. Miller, Assistant Director
International Trade
Tel: (404) 656-3740

JAPAN

James Campbell
Managing Director for Eastern Office
Georgia Department of Community Development
Care of: Georgia Ports Authority
Room 518, Fuji Building
2-3, Marunouchi, 3-chome
Chiyoda-ku, Tokyo, Japan
Tel: 214-3851

BRUSSELS

John L. Turbiville
Managing Director of European Office
Georgia Department of Community Development
Rue du Congres 33
1000 Brussels, Belgium
Tel: 18.50.05 or 19.34.34

Hawaii Department of Agriculture

1428 South King Street
Honolulu, Hawaii 96814

Hawaii Department of Agriculture (Continued)

John Farias, Jr., Chairman
Board of Agriculture
Tel: (808) 941-3071

*Robert A. Souza, Head
Marketing and Consumer Services Division
Tel: (808) 941-3071

Idaho Department of Agriculture

4696 Overland Road
Boise, Idaho 83710

*Wilson Kellogg, Director
Tel: (208) 384-3240

Jerry H. Williams, Administrator
Division of Agricultural Marketing
Tel: (208) 384-3240

Illinois Department of Agriculture

State Fairgrounds
Springfield, Illinois 62706

Robert J. Williams, Director
Tel: (217) 782-2172

*Richard H. Jesse
International Coordinator
Division of Markets and Agricultural Services
Tel: (217) 782-6675
Telex: 9102420514

Illinois Department of Agriculture (Continued)

Chicago Office
300 West Washington Street
Suite 710
Chicago, Illinois 60606
James Sevcik
Tel: (312) 793-2180
Telex: 9102420514

HONG KONG

State of Illinois Far East Bureau
New Sincere Building, Suite 1304
173 Des Voeux Road, Central
Hong Kong
Robert Burns
Tel: 5-451099
Telex: 78074154

BRUSSELS

State of Illinois European Office
Place du Champ de Mars 5
B 1050 Brussels, Belgium
Max Meester
Tel: 5-120105
Telex: 84661534

Indiana Agricultural Experiment Station

Purdue University
Lafayette, Indiana 47907

John O. Dunbar, Associate Director
Tel: (317) 749-6006

*W. S. Farris
Department of Agricultural Economics
Krannert Building
Tel: (317) 493-2221

Indiana Agricultural Experiment Station (Continued)

B. F. Jones
Department of Agricultural Economics
Tel: (317) 493-2224

Iowa Department of Agriculture

State House
Des Moines, Iowa 50319

Robert H. Lounsberry, Secretary
Tel: (515) 281-5321

Thatcher Johnson, Deputy Secretary
Tel: (515) 281-5321

*Gail K. Danilson
Director of Marketing
Tel: (515) 281-5993

*Steve L. Carpenter, Assistant Marketing Director
Tel: (515) 281-5993

Kansas State Board of Agriculture

State Office Building
Topeka, Kansas 66612

Roy Freeland, Secretary
Tel: (913) 296-3556

Kenneth T. Boughton, Director
Marketing Division
Tel: (913) 296-3736

*Jerry Dudley, Marketing Specialist
Marketing Division
Tel: (913) 296-3736

Kentucky Department of Agriculture

Plaza Office Tower, 7th Floor
Wilkinson Boulevard
Frankfort, Kentucky 40601

Thomas O. Harris, Commissioner
Tel: (502) 564-4696

*Philip R. Smith, Director of Markets
Tel: (502) 564-4896

*Raulee Marcus, Marketing Coordinator
Governor's Council on Agriculture
Tel: (502) 564-6686

Louisiana Department of Agriculture

P. O. Box 44302
Capitol Station
Baton Rouge, Louisiana 70804

Dave L. Pearce, Commissioner
Tel: (504) 389-5453

*J. M. Coco, Director
Division of Marketing
Tel: (504) 389-6293

*Don Pearce, Marketing Specialist
Tel: (504) 389-6293

Maine Department of Agriculture

State Office Building
Augusta, Maine 04330

Joseph N. Williams, Commissioner
Tel: (207) 289-3871

Paul J. Eastman, Deputy Commissioner
Tel: (207) 289-3891

Maine Department of Agriculture (Continued)

*Elwood H. Libby, Marketing Specialist
Tel: (207) 289-2161

Maryland Department of Agriculture

Parole Plaza Office Building
Annapolis, Maryland 21401

Young D. Hance, Secretary
Tel: (301) 267-1161

John T. Cecil, Deputy Secretary
Tel: (301) 267-1161

Richard P. Parsons, Director
Division of Marketing
Tel: (301) 267-1181

*Sidney C. Miller, Chief
Marketing Services Section
Tel: (301) 267-1181

Massachusetts Department of Agriculture

100 Cambridge Street
Boston, Massachusetts 02202

Frederic Winthrop, Jr., Commissioner
Tel: (617) 727-3000

John J. Fitzgerald, Director
Division of Markets
Tel: (617) 727-3018

Guy L. Paris, Assistant Director
Division of Markets
Tel: (617) 727-3018

*Edward R. Trundle, Foreign Trade Specialist
Tel: (617) 727-3018

Michigan Department of Agriculture

Lewis Cass Building
Lansing, Michigan 48913

B. Dale Ball, Director
Tel: (517) 373-1050

Dr. Ralph Morrow, Deputy Director
Tel: (517) 373-1051

Forrest O. Strand, Chief
Marketing Division
Tel: (517) 373-1054

*Louis W. VanKempen
International Trade Specialist
Tel: (517) 373-1054

JAPAN

State of Michigan Asian Operations
10-24 Akasaka 8-chome
Shinsaka 40 Building, Room 304
Minato-ku, Tokyo 107, Japan
Edward S. Dubel, Director
Tel: 03-403-9896
Cable: MICHIASIA

BELGIUM

State of Michigan European Operations
Rue Ducale 41
1000 Brussels, Belgium
Charles S. Besterman, Director
Tel: 02-110732
Cable: MICHIEUROPE

Minnesota Department of Agriculture

430 State Office Building
St. Paul, Minnesota 55155

Jon M. Wefald, Commissioner
Tel: (612) 296-2856

Minnesota Department of Agriculture (Continued)

*M. C. Combs, Director
Marketing Services Division
540 State Office Building
Tel: (612) 296-2847

*E. Barrett Schlenk, Foreign Marketing Specialist
540 State Office Building
Tel: (612) 296-2847

Mississippi Department of Agriculture and Commerce

P. O. Box 1609
Jackson, Mississippi 39205

Jim Buck Ross, Commissioner
Tel: (601) 354-6563

Mississippi Marketing Council

P. O. Box 849
Jackson, Mississippi 39205

Ron Raney, Secretary
Tel: (601) 354-6707

*William T. Duke, International Trade Specialist
Tel: (601) 354-6707
Telex: 585489 MISS MARK JKS

BELGIUM

State of Mississippi European Office
Avenue Louise 418
Brussels, Belgium
Royce B. Culpepper, Managing Director
Tel: (02) 640-11-16
Telex: 61304 MISIPI B

Missouri Department of Agriculture

P. O. Box 630
Jefferson City, Missouri 65101

James B. Boillot, Director
Tel: (314) 751-3359

John L. Sanders, Director
Agricultural Development
Tel: (314) 751-4762

*Walter L. Swenson
Export Marketing Specialist
Tel: (314) 751-3935 or 3970

Montana Department of Agriculture

1300 Cedar Street
Airport Way - Building West
Helena, Montana 59601

George Lackman, Director
Tel: (406) 449-3144

Eldon R. Fastrup, Director of Programs and Operations
Tel: (406) 449-3144

*Joe W. Lundberg, Market Research Analyst
Tel: (406) 449-3144

Nebraska Department of Agriculture

State Capitol
P. O. Box 4844
Lincoln, Nebraska 68509

Glenn W. Kreuscher, Director
Tel: (402) 471-2341

Nebraska Department of Agriculture (Continued)

*Roger Sandman, Deputy Director
Tel: (402) 471-2341

John Lee and Robert Petersen
Marketing
Tel: (402) 471-2359

Nevada State Department of Agriculture

P. O. Box 11100
Reno, Nevada 89510

Thomas W. Ballow, Executive Director
Tel: (702) 784-6401

*Harry E. Gallaway, Administrator
Division of Plant Industry
Tel: (702) 784-6401

New Hampshire Department of Agriculture

State House Annex, Room 201
Concord, New Hampshire 03301

Howard C. Townsend, Commissioner
Tel: (603) 271-3551

*George H. Laramie, Director
Division of Markets and Standards
Tel: (603) 271-3552

New Jersey Department of Agriculture

P. O. Box 1888
Trenton, New Jersey 08625

Phillip Alampi, Secretary
Tel: (609) 292-3976

New Jersey Department of Agriculture (Continued)

William E. Kenny, Assistant Secretary
Tel: (609) 292-5530

John J. Repko, Director
Division of Markets
Tel: (609) 292-5536

*John A. Wells, Export Representative
Division of Markets
Tel: (609) 292-5566

*Benjamin J. Miles, Coordinator
Market Facilities and Organization
Tel: (609) 292-5566

New Mexico Department of Agriculture

Las Cruces, New Mexico 88003

Dr. William P. Stephens, Director
Tel: (505) 646-3007

*Dr. Charles H. Greene, Chief
Division of Markets, Weights and Measures
Tel: (505) 646-1616

Russell Mathews, Marketing Specialist
Tel: (505) 646-1616

New York State Department of Agriculture and Markets

Building 8, State Campus
Albany, New York 12235

J. Roger Barber, Commissioner
Tel: (518) 457-4188

Doris G. Cadoux, Deputy Commissioner
Tel: (518) 457-5188

New York State Department of Agriculture and Markets (Continued

John L. Matheson, Director
Division of Marketing
Tel: (518) 457-3962

*L. W. Driggs, Assistant Director
Division of Marketing
Tel: (518) 457-4586

*Gino F. Amorelli
Associate Marketing Representative (Export)
Tel: (518) 457-3412

North Carolina Department of Agriculture

P. O. Box 27647
Raleigh, North Carolina 27611

James A. Graham, Commissioner
Tel: (919) 829-7125

Melvin Hearn, Assistant Commissioner
Tel: (919) 829-7125

Curtis F. Tarleton, Director
Division of Markets
Tel: (919) 829-7887

*Eugene Carroll, Jr., Foreign Trade Specialist
Division of Markets
Tel: (919) 829-7912

North Dakota Department of Agriculture

State Capitol
Bismarck, North Dakota 58501

*Myron Just, Commissioner
Tel: (701) 224-2231

North Dakota Department of Agriculture (Continued)

Henrik Volgal, Deputy Commissioner
Tel: (701) 224-2232

Ohio Department of Agriculture

65 S. Front Street
Columbus, Ohio 43215

John W. Stackhouse, Director
Tel: (614) 466-2732

Max E. Zimmerman, Acting Assistant Director
Tel: (614) 466-2732

Ralph Walker
Chief of Division of Markets
Tel: (614) 466-4104

*Martin P. Miller
International Marketing Specialist
Tel: (614) 466-4104

Oklahoma Department of Agriculture

122 Capitol Building
Oklahoma City, Oklahoma 73105

Jon Ford, President
Tel: (405) 521-3868

Fred Huffine, Deputy Commissioner
Tel: (405) 521-3868

*Robert W. Powell, Director
Marketing Division
Tel: (405) 521-3861

W. H. Latham, Supervisor
Marketing Services Section
Marketing Division
Tel: (405) 521-3861

Oklahoma Department of Agriculture (Continued)

James E. Smith, Dairy Marketing Specialist
Tel: (405) 521-3888

Oregon Department of Agriculture

Agriculture Building
Salem, Oregon 97310

Leonard Kunzman, Director
Tel: (503) 378-4152

*John F. (Jay) Glatt, Assistant Director and Administrator of Agricultural Development
Tel: (503) 378-3787

Pennsylvania Department of Agriculture

2301 North Cameron Street
Harrisburg, Pennsylvania 17120

Raymond J. Kerstetter, Acting Secretary
Tel: (717) 787-4626

Mrs. Jane Alexander, Deputy Secretary for Regional Programs
Tel: (717) 787-3418

Edison Osborne, Director of Markets
Tel: (717) 787-6041

*Donald O. Cunnion, Chief
Marketing Services
Bureau of Markets
Tel: (717) 787-4210

Puerto Rico Department of Agriculture

Stop 19
P. O. Box 10163
Santurce, Puerto Rico 00908

Hon. Antonio Gonzalez Chapel
Secretary
Tel: (809) 724-0359

*Omar Munoz-Roure
Undersecretary
Tel: (809) 722-1158

Rhode Island Department of Natural Resources

Division of Agriculture
Market Section
83 Park Street
Providence, Rhode Island 02903

Dennis J. Murphy, Jr., Director
Tel: (401) 521-7100

*Stephen W. Higgins, Jr.
Tel: (401) 277-2781

South Carolina Department of Agriculture

Wade Hampton State Office Building
P. O. Box 11280
Columbia, South Carolina 29211

William L. Harrelson, Commissioner
Tel: (803) 758-2426

Robert B. Rogers, Director
Marketing Division
Tel: (803) 758-3531

*D. C. Hutchins, International Marketing Specialist
Tel: (803) 758-3531

South Carolina Department of Agriculture (Continued)

Roy W. Copelan, Jr.
Marketing Specialist
Tel: (803) 758-3531

South Dakota Department of Agriculture

Anderson Building
Pierre, South Dakota 57501

Robert N. Duxbury, Secretary
Tel: (605) 224-3375

William H. Schroeder, Associate Secretary
Tel: (605) 224-3375

Lawrence J. Venner, Assistant Secretary
Tel: (605) 224-3375

*Dale Gullickson, Director
Division of Marketing and Agricultural Development
Tel: (605) 224-3375

Tennessee Department of Agriculture

P. O. Box 40627
Melrose Station
Nashville, Tennessee 37204

Ed Porter, Commissioner
Tel: (615) 832-6155

Texas Department of Agriculture

P. O. Box 12847
Austin, Texas 78711

John C. White, Commissioner
Tel: (512) 475-2760

Texas Department of Agriculture (Continued)

Ben Baisdon, Director
Marketing Division
Tel: (512) 475-3537

*Keith Kidwell, Export Representative
P. O. Box 1119
Breham, Texas 77833
Tel: (713) 836-9364

Darryl McDonald, Export Representative
P. O. Box 1119
Breham, Texas 77833
Tel: (713) 836-9364

Utah Department of Agriculture

147 North Second West
Salt Lake City, Utah 84103

Joseph H. Francis, Commissioner
Tel: (801) 533-4100

*John W. Gillman, Director
Division of Marketing and Consumer Services
Tel: (801) 533-4102

Vermont Department of Agriculture

116 State Street
Montpelier, Vermont 05602

Robert J. Branon, Commissioner
Tel: (802) 828-2413

*Everett A. Willard, Director
Markets Division
Tel: (802) 828-2437

Virginia Department of Agriculture and Commerce

203 North Governor Street
Richmond, Virginia 23219

S. Mason Carbaugh, Commissioner
Tel: (804) 786-3501

Raymond D. Vaughan, Deputy Commissioner
Tel: (804) 786-3501

Melvin W. Jefferson, Director
Division of Markets
Tel: (804) 786-3510

*John J. Ligon, Director
International Trade Office
Tel: (804) 786-3953 or 786-4708
Telex: 804 827371
Cable: VAEXPORTMKTS

*Effingham Embree, Jr.
International Trade Specialist
Tel: (804) 786-3935 or 786-4708
Telex: 804 827371
Cable: VAEXPORTMKTS

*Donald Joyner
Latin American Representative
Tel: (804) 786-3935 or 786-4708
Telex: 804 827371
Cable: VAEXPORTMKTS

*William T. Baird
International Trade Agent
Tel: (804) 786-3953 or 786-4708
Telex: 804 827371
Cable: VAEXPORTMKTS

Virginia Department of Agriculture and Commerce (Continued)

BRUSSELS

*Conrad Lutz, Director
International Trade, Europe
Avenue Louise 479, Box 55
1050 Brussels, Belgium
Tel: 648-6344 or 647-8628
Telex: 846-26695
Cable: VAEXPORTMKTS

Washington State Department of Agriculture

406 General Administration Building
Olympia, Washington 98504

Stewart Bledsoe, Director
Tel: (206) 753-5050

R. Vern Divers, Assistant Director
Supervisor of Agricultural Development
Tel: (206) 753-5046

*Don W. Olson, Chief
Marketing Services
Agricultural Development Division
Tel: (206) 753-5046

West Virginia Department of Agriculture

State Capitol Building
Charleston, West Virginia 25305

Gus R. Douglass, Commissioner
Tel: (304) 348-2201

Howard T. Knotts, Director
Rural Resources Division
Tel: (304) 348-2210

West Virginia Department of Agriculture (Continued)

*George D. Kemper, Chief
Produce Development Section
Tel: (304) 348-2210

Wisconsin Department of Agriculture

801 West Badger Road
Madison, Wisconsin 53713

Gary E. Rohde, Secretary
Tel: (608) 266-7100

*Robert F. Thayer, Administrator
Marketing Division
Tel: (608) 266-7170

Marlon L. Schwier, Assistant to Administrator
Marketing Division
Tel: (608) 266-7173

Willard T. Reese, Director
Bureau of Market Development
Tel: (608) 266-7171

Francis J. Haugh, Director
Bureau of Economic Assistance
Tel: (608) 266-7172

A. P. Breseman
Dairy Product Specialist
Bureau of Marketing Services
Tel: (608) 266-7182

John J. Polich
Cash Crop Specialist
Bureau of Marketing Services
Tel: (608) 266-7183

Wisconsin Department of Agriculture (Continued)

James M. Sullivan
Livestock and Meat Specialist
Bureau of Grading and Marketing Services
Tel: (608) 266-3774

Dennis Braun, Economist
Bureau of Economic Assistance
Tel: (608) 266-7179

Peter W. Jacobs, Chief
Out-of-State Services
Bureau of Market Development
Tel: (608) 266-7175

Arnold J. Guthrie
Poultry Products Specialist
Bureau of Grading and Marketing Services
Tel: (608) 266-7181

Wyoming Department of Agriculture

2219 Carey Avenue
Cheyenne, Wyoming 82001

Larry Bourret, Commissioner
Tel: (307) 777-7321

Don Daiss, Assistant to the Commissioner
Tel: (307) 777-7321

*William W. Hovey, Director
Division of Markets
Tel: (307) 777-7321

Wyoming Department of Agriculture (Continued)

*Steve Genz
Exports Coordinator
Tel: (307) 777-7321

U. S. MARKET DEVELOPMENT COOPERATORS
(January 1976)

Associations and trade groups with continuing agreements with the Foreign Agricultural Service for overseas market development projects. Locations of overseas offices, if any, follow the U. S. offices.

COTTON

COTTON COUNCIL INTERNATIONAL
P. O. Box 12443
Memphis, Tennessee 38112
Albert R. Russell, Executive Vice President and Secretary
Tel: (901) 276-2783

1030 15th Street, N. W.
Washington, D. C. 20005
David C. Hull, Executive Director
Tel: (202) 833-2947

Carl C. Campbell, Special Projects Representative
Tel: (202) 833-2975

BELGIUM

20 Rue Belliard
B 1040 Brussels
Leslie S. Rogers, European Director
Tel: 02-512-51-74

***INTERNATIONAL INSTITUTE FOR COTTON**
Solar Building
1000 16th Street, N. W.
Washington, D. C. 20036
Tel: (202) 223-5876

*A world organization for cotton research and promotion of which the United States is a member.

DAIRY AND POULTRY

DAIRY SOCIETY INTERNATIONAL
3008 McKinley Street, N. W.
Washington, D. C. 20015
George W. Weigold, Managing Director
Tel: (202) 363-3359

POULTRY AND EGG INSTITUTE OF AMERICA
521 East 63rd Street
Kansas City, Missouri 64110
Donald C. Beaver, President
Tel: (816) 361-5775

International Trade Development Board
Suite 929, Pennsylvania Building
425 13th Street, N. W.
Washington, D. C. 20004
Lee Campbell, Vice President for Government Relations
Tel: (202) 347-3991

GERMANY, WEST

Broennerstrasse 17
6 Frankfurt/Main
Carl Jahns, Area Director
Tel: (0611) 28-79-15, 28-58-51

JAPAN

Kowa Daisan Building
45-11, 1-Chome, Akasaka
Minato-ku
Tokyo 107
Henry Thomason, Far East Director
Tel: 583-2167, 583-2168

POULTRY AND EGG INSTITUTE OF AMERICA
(Continued)

UNITED KINGDOM

87 Jermyn Street
London, S.W. 1 England
Edmund H. Driggs, Area Director
Tel: 839-3348

FRUIT AND VEGETABLES

CALIFORNIA CLING PEACH ADVISORY BOARD
One California Street
San Francisco, California 94111
Bill Hoard, Manager, Advertising and Promotion
Tel: (415) 982-0970

BELIGUM

Avenue du Diamant 36
1040 Bruxelles
Dick Heyink
Tel: 36-06-97

DENMARK

Ted Bates A/S
Landemaerket 29
DK-1119 Copenhagen K
Lars Dietrichson
Tel: 13 79 13

GERMANY, WEST

Kaiserstrasse 60
60 Frankfurt am Main
Heinz Falkenstein
Tel: 235731

CALIFORNIA CLING PEACH ADVISORY BOARD
(Continued)

UNITED KINGDOM

154 Church Road
Sussex BN3 2DL
England
Colin Paul
Tel: 0273-71390

CALIFORNIA PRUNE ADVISORY BOARD
Room 110 World Trade Center - Ferry Building
San Francisco, California 94111
Ray W. Jewell, Manager
Tel: (415) 986-1452

DENMARK

Ted Bates A/S
Landemaerket 29
DK-1119 Copenhagen K
Lars Dietrichson
Tel: 13 79 13

GERMANY, WEST

Kaiserstrasse 60
60 Frankfurt am Main
Heinz Falkenstein
Tel: 235731

CALIFORNIA RAISIN ADVISORY BOARD
P. O. Box 5335
Fresno, California 93755
John Calder, Manager
Tel: (209) 224-7010

CALIFORNIA RAISIN ADVISORY BOARD
(Continued)

BELGIUM

Avenue du Diamant 36
1040 Bruxelles
Dick Heyink
Tel: 36-06-97

DENMARK

Ted Bates A/S
Landemaerket 29
DK-1119 Copenhagen K
Lars Dietrichson
Tel: 13 79 13

GERMANY, WEST

Kaiserstrasse 60
60 Frankfurt am Main
Heinz Falkenstein
Tel: 235731

UNITED KINGDOM

154 Church Road
Sussex BN3 2DL
England
Colin Paul
Tel: 0273-71390

FLORIDA DEPARTMENT OF CITRUS
1115 East Memorial Boulevard
P. O. Box 148
Lakeland, Florida 33802
Edward A. Taylor, Executive Director
Fred S. Forsee, International Marketing Manager
Tel: (813) 682-0171

NATIONAL POTATO PROMOTION BOARD
1385 South Colorado Boulevard
Denver, Colorado 80222
Robert L. Mercer, Executive Manager
Tel: (303) 758-7783

NATIONAL RED CHERRY INSTITUTE
415 West Grand River Avenue
East Lansing, Michigan 48823
Robert C. Frohling, Executive Secretary
Tel: (517) 332-0869

NORTH AMERICAN BLUEBERRY COUNCIL
P. O. Box 166
Marmora, New Jersey 08223
Philip G. Sheridan, Executive Secretary
Tel: (609) 399-1559

NORTHWEST HORTICULTURAL COUNCIL
1002 Larson Building
P. O. Box 572
Yakima, Washington 98907
Ernest Falk, Manager
Tel: (509) 453-3193

UNITED KINGDOM

154 Church Road
Sussex BN3 2DL, ENGLAND
Colin Paul
Tel: 0273-71390

GRAIN AND FEED

GREAT PLAINS WHEAT, INC.
1030 15th Street, N. W., Suite 420
Washington, D. C. 20005
Joseph Halow, Exec. Vice President
Michael L. Hall, Administrative Officer
Tel: (202) 659-1240, 1241, 1242

GREAT PLAINS WHEAT, INC. (Continued)

BRAZIL

Edificio Avenida Central
Avenida Rio Branco 156, Salas 3314-15
Rio de Janeiro ZC-21
Bruce Palmer, Regional Director
Tel: 242-4413 or 242-7846

LEBANON

c/o U. S. Feeds Grains Council
8 Vassilitou Douca Street
Athens, 134, Greece
Richard E. Benson, Regional Director
Africa and Middle East
Tel: 718-431

NETHERLANDS

E. M. Gebouw
Coolsingel 6
Rotterdam
Arthur R. Camp, Regional Director
Asia-Europe
Tel: (010) 13-91-55)

VENEZUELA

Apartado 62500
Caracas 106
Donald J. Doucette, Regional Director
Tel: 35-12-51(62)61

MICHIGAN BEAN INDUSTRY
500 Saginaw Building
Saginaw, Michigan 48607
John McGill, Executive Secretary/
Treasurer
Tel: (517) 752-2101

MICHIGAN BEAN INDUSTRY (Continued)

UNITED KINGDOM

Brian Wilmot Associates
Westmoreland House
127-131 Regent Street
London W1R 7HA, England
Brian P. Wilmot, Director
International Marketing
Tel: 01-734-1711

MILLERS' NATIONAL FEDERATION
1776 F Street, N. W., Suite 104
Washington, D. C. 20006
Gordon P. Boals, Export
Consultant
Tel: (202) 452-0900

PROTEIN GRAIN PRODUCTS INTERNATIONAL
1030 15th Street, N.W., Suite 760
Washington, D. C. 20005
Robert D. Fondahn, President
Tel: (202) 785-2052

RICE COUNCIL FOR MARKET DEVELOPMENT
P. O. Box 22802
3917 Richmond Avenue
Houston, Texas 77027
Bill J. Goldsmith, Executive Vice
President
Tel: (713) 623-6700

SWITZERLAND

Weinbergstrasse 48
8006 Zurich
Paul Ita, Director, European
Operations
Tel: 01/34-40-10

U. S. MARKET DEVELOPMENT COOPERATORS (Continued)
(January 1976)

U. S. FEED GRAINS COUNCIL
1030 15th Street, N.W., Suite 540
Washington, D. C. 20005
Darwin E. Stolte, President
Hubert E. Dyke, Vice President
Tel: (202) 659-1640

CHINA, REPUBLIC OF

7th Floor
157 Nanking East Road
Section 2
Taipei, Taiwan
C. M. Lynn, Director
Tel: 561-6401

FRANCE

26 Quai Louis-Bleriot
7506 Paris
Roger Boiry, Consultant Director
Tel: 578-0194

GERMANY, WEST

Ballindamm 9
Hamburg 1
Klaus Werner, Director, Hamburg Office
Tel: 33-87-86

GREECE

5 Neofitou Douca Street
Athens 138
Soto J. Vlastaris, Director, Athens Office
Tel: 718-431

U. S. FEED GRAINS COUNCIL (Continued)

ITALY

Via XX Settembre 5
I-00187 Rome
Dr. Romano Graziani, Director, Rome Office
Tel: 487034

JAPAN

P. O. Box 97
Kasumigaseki Building, 31st Floor
2-5 Kasumigaseki 3-Chome
Chiyoda-ku
Tokyo
Hal Smedley, Acting Asian Director
Tel: 581-9456

KOREA

Paik Nam Building, Room 902
188-3 Euljiro 1-KA, Chung-Ku
Seoul, Korea
Robert P. Bratland, Director, Korea Office
Tel: 23-5192, 2821/2

NETHERLANDS

E. N. Gebouw
Coolsingel 6
Rotterdam
Halvor Kolshus, European Director
Tel: 134-525

U. S. MARKET DEVELOPMENT COOPERATORS (Continued)
(January 1976)

U. S. FEED GRAINS COUNCIL (Continued)

SPAIN

Edificio Espana
Grupo 4, Planta 11
Oficinas 8 y 9
Madrid 13
Jose R. Posada, Director, Madrid Office
Tel: 2489090

UNITED KINGDOM

28 Mount Street
London W1Y 5RB, England
Colin Campbell, Director, London Office
Tel: 01-49 (5601)

U.S.A. DRY PEA AND LENTIL COUNCIL, INC.

302 Peyton Building
Spokane, Washington 99201
Dean Yedica, Marketing Director
Tel: (509) 838-4341

WESTERN WHEAT ASSOCIATES, U.S.A., INC.

200 S.W. Market Street, Suite 985
Portland, Oregon 97201
Richard K. Baum, President
Tel: (503) 223-8123

1030 15th Street, N. W., Suite 1008
Washington, D. C. 20005
Eugene B. Vickers, Vice President for Administration
Tel: (202) 659-1737

WESTERN WHEAT ASSOCIATES, U.S.A., INC. (Continued)

CHINA, REPUBLIC OF

Chen Shin Building, Room 202
3-3, Lane 27 Chung Shan
North Road, Section 2
Taipei 105
Fred Schneiter, Regional Director
Tel: 521-1144

INDIA

902 New Delhi House
27 Barakhamba Road
New Delhi, 110 001
Lajpat R. Kandhari, Director, New Delhi Office
Tel: 45788

JAPAN

1-14, 1-Chome, Akasaka
Minato-ku
Tokyo 107
Ronald R. Maas, Director
Tel: 582-7911, 7912, 7913, 7914

KOREA

Paik Nam Building, Room 902
188-3 Euljiro 1-KA, Chung-Ku
Seoul, Korea
Robert P. Bratland, Director, Korea Office
Tel: 23-5192, 2821/2

WESTERN WHEAT ASSOCIATES, U.S.A., INC. (Continued)

PHILIPPINES

P. O. Box 146
Security Bank and Trust Company
Building Ste. 601, 6778 Ayala Avenue
Makati, Rizal 3117
Thomas Templeton, Regional Director
Tel: 88-33-08

SINGAPORE

903 Far East Shopping Center Building
Orchard Road
Singapore 9
Alan Hunt, Regional Director
Tel: 235-2056

LIVESTOCK AND LIVESTOCK PRODUCTS

AMERICAN ANGUS ASSOCIATION
3201 Frederick Boulevard
St. Joseph, Missouri 64501
Lloyd D. Miller, Executive Secretary
Tel: (816) 233-3101

AMERICAN BRAHMAN BREEDERS ASSOCIATION
1313 La Concha Lane
Houston, Texas 77054
Kirby Cunningham, Executive Secretary
Tel: (713) 795-4444

AMERICAN HEREFORD ASSOCIATION
715 Hereford Drive
Kansas City, Missouri 64105
Bud Snidow, Assistant Secretary
Tel: (816) 842-3757

AMERICAN INTERNATIONAL CHAROLAIS ASSOCIATION
1610 Old Spanish Trail
Houston, Texas 77025
Stephen Taylor, Executive Secretary
Tel: (713) 748-1920

AMERICAN POLLED HEREFORD ASSOCIATION
4700 East 63rd Street
Kansas City, Missouri 64130
Orville K. Sweet, Executive Secretary
Tel: (816) 333-7731

AMERICAN QUARTER HORSE ASSOCIATION
2736 West Tenth Street
P. O. Box 200
Amarillo, Texas 79168
Ronald Blackwell, Director for Public Relations
Tel: (806) 376-4811

BROWN SWISS CATTLE BREEDERS ASSOCIATION INC.
P. O. Box 1038 E
Beloit, Wisconsin 53512
Marvin Kruse, Executive Secretary
Tel: (608) 365-4474

EMBA MINK BREEDERS ASSOCIATION
220 Ninth Street
Racine, Wisconsin 53403
Ms. Rita M. Johnson, Coordinator
Tel: (414) 632-6166

HOLSTEIN-FRIESIAN ASSOCIATION OF AMERICA
P. O. Box 808
Brattleboro, Vermont 05301
Robert H. Rumler, Executive Chairman
Charles J. Larson, Executive Secretary
Tel: (802) 254-4551

U. S. MARKET DEVELOPMENT COOPERATORS (Continued)
(January 1976)

HOLSTEIN-FRIESIAN ASSOCIATION OF AMERICA (Continued)

BELGIUM

Avenue Louise 479
B-1050 Brussels
Conrad Lutz, European Director
Tel: 486344

IRAN

SOMETEC-IRFRAN (Representing Holstein-Friesian Association of America)
31-Avenue Khachavar
(Place Yanak)
Tehran
David Gomes
Pierre Eskhoo
Tel: 88-48-13 or 15

INTERNATIONAL BRAHMAN BREEDERS' ASSOCIATION, INC.
8500 Tioga Drive
San Antonio, Texas 78230
Bev M. Lilley, Executive Secretary
Tel: (512) 696-8231

[illegible] COUNCIL OF AMERICA
814 Central National Bank Building
[illegible], Texas 76701
[illegible], Assistant Director
Tel: (817) 655-3161

[illegible] ASSOCIATION OF ANIMAL BREEDERS
512 Cherry Street
P. O. Box 1033
Columbia, Missouri 65201
William M. Durfey, Executive Secretary
Tel: (314) 445-4406

NATIONAL RENDERERS ASSOCIATION
3150 Des Plaines Avenue
Des Plaines, Illinois 60018
Dean A. Specht, Executive Director
Tel: (312) 827-8151

BELGIUM

Rue Archimede 15-21
1040 Brussels
Tel: 02-734-0761

JAPAN

Akiyama Building
25 Nishikubo Akenfunecho
Shiba, Minato-ku
Tokyo 105
John J. Hada, Far East Director
Tel: 501-0881 or 0882

SANTA GERTRUDIS BREEDERS INTERNATIONAL
P. O. Box 1257
Kingsville, Texas 78363
Thomas Cashion, Executive Secretary
Tel: (512) 592-9357

TANNERS' COUNCIL OF AMERICA, INC.
411 5th Avenue
New York, New York 10016
Eugene L. Kilik, President
Tel: (212) 686-7950

OILSEEDS AND PRODUCTS

AMERICAN SOYBEAN ASSOCIATION
Hudson, Iowa 50643
Raiph Jackson, Executive Vice-Pres.
Dennis Blankenship, Director of Market Development
Tel: (319) 988-3296

U. S. MARKET DEVELOPMENT COOPERATORS (Continued)
(January 1976)

AMERICAN SOYBEAN ASSOCIATION (Continued)

AUSTRIA

Prinz Eugen-Strasse 14
A-1040 Vienna 4
Kenneth Lepley, Director East Europe
Aleksander E. Cerne, Program Manager for Eastern Europe
Tel: 65-74-12

BELGIUM

Centre International Rogier
Passage No. 6 - Room 2501
Brussels
Hal I. Richard, European Director
Tel: 02-217-20-75

CHINA, REPUBLIC OF

P. O. Box 3512
Room 603
Kwang Wu Mansion
386, Tun Hua
South Road
Taipei
Steve Chen, Country Director
Tel: 782-110 or 785-880

GERMANY, WEST

Pelzerstrasse 13
2 Hamburg 1
Dr. Karl W. Fangauf, Country Director
Tel: 040-33-05-16 or 040-33-67-83

AMERICAN SOYBEAN ASSOCIATION (Continued)

JAPAN

Akasaka Yomo Building, 4th Floor
12-21, 3 Chome
Akasaka, Minato-ku
Tokyo
Lloyd M. Reid, Far East Director
Tel: 585-5826, 5827

MEXICO

Rio Sena No. 26
Desp. One
Cuahutemoc, Mexico Five, D.F.
Gil Harrison, Latin America Director
Tel: 1-905-535-0659

NATIONAL PEANUT COUNCIL
7900 Westpark Drive, Suite 713
McLean, Virginia 22101
John L. Currier, President
Tel: (703) 893-5038

TOBACCO AND SEEDS

AMERICAN SEED TRADE ASSOCIATION
1030 15th Street, N. W., Suite 964
Washington, D. C. 20005
Harold D. Loden, Executive Vice President
Wayne R. Underwood, International Marketing Director
Tel: (202) 223-4080

U. S. MARKET DEVELOPMENT COOPERATORS (Continued)
(January 1976)

BURLEY AND DARK LEAF TOBACCO EXPORT ASSOCIATION, INC.
1100 17th Street, N. W., Room 306
Washington, D. C. 20036
Frank B. Snodgrass, Vice President and Managing Director
Tel: (202) 296-6820

LEAF TOBACCO EXPORTERS ASSOCIATION, INC.
P. O. Box 1288
Raleigh, North Carolina 27602
Hugh C. Kiger, Executive Vice President
Tel: (919) 833-1064

TOBACCO ASSOCIATES, INC.
1101 17th Street, N. W., Suite 912
Washington, D. C. 20036
Joseph R. Williams, President
Tel: (202) 659-1160

OTHER U. S. TRADE ASSOCIATIONS WITH PERIODIC SHORT TERM PROJECTS
(January 1976)

This list includes those which have participated in past years and can reasonably be expected to participate in the future.

AMERICAN BERKSHIRE ASSOCIATION
601 West Monroe Street
Springfield, Illinois 62704
Larry J. Heidebrecht, Executive Secretary
Tel: (217) 523-2123

AMERICAN CORRIEDALE ASSOCIATION, INC.
P. O. Box 29C
Seneca, Illinois 61360
Russell E. Jackson, Secretary
Tel: (815) 357-6339

AMERICAN DAIRY GOAT ASSOCIATION
P. O. Box 186
Spindale, North Carolina 28160
Don Wilson, Secretary-Treasurer
Tel: (704) 631-3801

THE AMERICAN GUERNSEY CATTLE CLUB
70 Main Street
Peterborough, New Hampshire 03458
Max L. Dawdy, Secretary-Treasurer
Tel: (603) 924-3344

THE AMERICAN JERSEY CATTLE CLUB
2105-J South Hamilton Road
Columbus, Ohio 43227
James F. Cavanaugh, Executive Secretary
Tel: (614) 861-3636

AMERICAN LANDRACE ASSOCIATION
P. O. Box 111
Culver, Indiana 46511
Eugene G. Benedict, Secretary/Treasurer
Tel: (219) 842-3167

AMERICAN MEAT INSTITUTE
P. O. Box 3556
Washington, D. C. 20007
Richard Lyng, President
J. Russell Ives, Vice-President
Dewey Bond, Director of Government Relations
Tel: (703) 841-1030

AMERICAN NATIONAL CATTLEMEN'S ASSOC.
1001 Lincoln Street
Denver, Colorado 80203
George Spencer, Executive Secretary
Tel: (303) 266-2142

Washington Office:
C.W. McMillan, Executive Vice-President
1015 National Press Building
Washington, D. C. 20004
Tel: (202) 347-0228

AMERICAN RABBIT BREEDERS ASSOCIATION, INC.
2401 E. Oakland Avenue
Bloomington, Illinois 61701
Ed Peifer, Jr., Secretary
Tel: (412) 421-1701

AMERICAN RAMBOUILLIET SHEEP BREEDERS ASSOCIATION
2709 Sherwood Way
San Angelo, Texas 76901
Fred R. Campbell, District Director
Tel: (915) 387-2543 (Sonora)
(915) 949-4414 (San Angelo)

OTHER U. S. TRADE ASSOCIATIONS
WITH PERIODIC SHORT TERM PROJECTS (Continued)
(January 1976)

AMERICAN SHORTHORN ASSOCIATION
8288 Hascall Street
Omaha, Nebraska 68124
C. D. Swaffar, Secretary
Tel: (402) 393-7200

AMERICAN TEXTILE MANUFACTURERS INSTITUTE
1150 17th Street, N. W., Suite 1001
Washington, D. C. 20036
Robert C. Jackson, Executive Vice President
Tel: (202) 833-9420

AMERICAN YORKSHIRE CLUB
1001 South Street, Box 878
Lafayette, Indiana 47901
Glen Conaster, Executive Secretary
Tel: (317) 742-8704

AYRSHIRE CATTLE BREEDERS' ASSOCIATION
Brandon, Vermont 95733
David Gibson, Jr., Executive Secretary
Tel: (802) 247-5774

HAMPSHIRE SWINE REGISTRY
1111 Main Street
Peoria, Illinois 61606
Larry L. Rus, Secretary
Tel: (309) 674-9134

IDAHO BEAN COMMISSION
Suite 4, Owyhee Plaza
Boise, Idaho 83702
Harold West, Executive Director
Tel: (208) 384-2354

NATIONAL HIDE ASSOCIATION
2237 Lincoln Avenue
Chicago, Illinois 60614
John K. Minnoch, President
Tel: (312) 372-8883

NATIONAL INDEPENDENT MEAT PACKERS ASSN.
734 15th Street, N. W.
Washington, D. C. 20005
John G. Mohay, Vice President
Tel: (202) 347-1000

NATIONAL LIVESTOCK AND MEAT BOARD
36 South Wabash Avenue
Chicago, Illinois 60603
David H. Stroud, President
Tel: (312) 346-6465

NATIONAL SOYBEAN PROCESSORS ASSN.
1133 15th Street, N. W., Suite 206
Washington, D. C. 20005
Sheldon J. Hauck, Executive Director
Tel: (202) 452-8040

POLAND CHINA RECORD ASSOCIATION
1058 East Losey Street, Box 71
Galesburg, Illinois 61401
Jay E. Coble, Secretary
Tel: (312) 343-9853

RED ANGUS ASSOCIATION OF AMERICA
P. O. Box 776
Denton, Texas 76201
Julius C. Todd, Executive Secretary
Tel: (817) 387-3502

UNITED DUROC SWINE REGISTRY
237-9 North Monroe Street
Peoria, Illinois 61602
Bruce Henderson, Secretary
Tel: (309) 691-8094

CONTRACTORS UNDER MARKET
DEVELOPMENT EXPORT INCENTIVE PROGRAMS
(January 1976)

CALIFORNIA ALMOND GROWERS EXCHANGE
1802 C Street
Sacramento, California 95814
Roger J. Baccigaluppi, President
Tel: (916) 442-0771 (Almonds)

D-N-E SALES, INC.
1900 Old Dixie Highway
Ft. Pierce, Florida 33450
Robert W. Egan, Export Sales Manager
Tel: (305) 465-1110 (Grapefruit)

DEL MONTE CORPORATION
215 Fremont Street
San Francisco, California 94119
H. J. Schlesselmann, Manager
International Marketing Specialist
Tel: (415) 781-7760 (Sweet Corn)

DIAMOND WALNUT GROWERS, INC.
P. O. Box 1727
Stockton, California 95201
John F. Huber, Export Sales Manager
Tel: (209) 456-0201 (Walnuts)

FROMM AND SICHEL, INC. (Christian Brothers)
655 Beach Street
San Francisco, California 94109
Jack Welsch, President
Tel: (415) 673-6333 (Wine)

GOLDEN RIVER PACKING CO.
P. O. Drawer "S"
Vero Beach, Florida 32960
George S. Lambeth, Jr., President
Tel: (305) 562-4564 (Grapefruit)

GREEN GIANT COMPANY
Hazeltine Gates
Chaska, Minnesota 55318
Osmond Way, Director of International
Marketing
Tel: (612) 448-2882 (Sweet Corn)

HEUBLIEN INTERNATIONAL LTD.
(Inglenook)
Farmington, Connecticut 06032
Tom Snell, Director of Marketing,
Beverage
Tel: (203) 677-4061 (Wines)

INDIAN RIVER CITRUS SALES, INC.
P. O. Box 335
Wabasso, Florida 32970
Richard M. Dozier, Sales Manager
Tel: (305) 589-3131 (Grapefruit)

OCEAN SPRAY CRANBERRIES
Hanson, Massachusetts 02341
Jack Connolly, Jr., Director of
Marketing
Horst Class, Manager of International
Marketing
Tel: (617) 293-6301 (Cranberry Prod.)

RIO DEL MAR FOODS, INC.
64 Pine Street
San Francisco, California 94111
Harry Bonn, President
Tel: (415) 421-6902 (Almonds)

SEALD-SWEET GROWERS, INC.
P. O. Box 2349
Tampa, Florida 33601
Donald Lins, Executive Vice President
and General Manager
Tel: (813) 229-2931 (Grapefruit)

SUNKIST GROWERS, INC.
14130 Riverside Drive
Box 7888 Valley Annex
Van Nuys, California
William K. Quarles, Vice President,
Government Affairs
Tel: (213) 986-4800 (Citrus)

TEXAS CITRUS EXCHANGE
P. O. Box 480
Edinburg, Texas 78539
J. W. Holford, President
Tel: (512) 383-6281 (Grapefruit Products)

TEXASWEET CITRUS, INC.
P. O. Box 488
Donna, Texas 78537
E. A. Koelle, President
Tel: (512) 464-3373 (Grapefruit)

INTERNATIONAL BROKERS OR SELLERS

Export Management Companies, also referred to as Combination Export Management Companies (CEM), provide valuable service to U. S. manufacturers who export, or want to export. Generally, they either act as an export agent for one or more U. S. companies, or they may take actual possession of products to be exported.

A EMC or CEM can perform one or more of the following services in behalf of the U. S. manufacturer and his products:

1. Find the overseas buyer through personal contact or through an overseas agency relationship.

2. Provide marketing data tailored to specific world areas and products.

3. Represent the U. S. manufacturer in overseas trade circles, and at overseas promotional events sponsored by the Foreign Agricultural Service.

4. Arrange for such export services as forwarding and shipping, financing, product introduction, and commercial promotion in the foreign market.

5. Serve, in effect, as the "export department" for the U. S. company.

The designated EMC or CEM does not apply to all such companies. Some of them refer to themselves as export brokers, international brokers, or by some other name.

We have not attempted to list the multitude of such companies operating today. There are too many of them and because of almost daily changes, the list would have been obsolete before it was published. Your State Department of Agriculture contact (see page 44) can direct you to the companies serving your area.

U. S. DEPARTMENT OF COMMERCE

William Kurylchek, Director
Business Counseling Section
Export Information Division
Office of Export Development
Washington, D. C. 20230
Tel: (202) 967-3181

Promotes and assists U. S. trade and investment overseas through trade missions, exhibits, and other means. Provides services to exporters such as overseas business reports and trade lists, trade opportunities in foreign markets, and reports on individual traders overseas.

DISTRICT OFFICES

Write to District Office, U. S. Department of Commerce, followed by the appropriate address below. (*Denotes District Offices also serving as Regional Offices.)

Alabama

Gayle C. Shelton, Jr., Director
Suite 200-201
908 South 20th Street
Birmingham, Alabama 35205
Tel: (205) 254-1331
FTS 229-1331

Alaska

Everett W. Buness, Director
412 Hill Building
632 Sixth Avenue
Anchorage, Alaska 99501
Tel: (907) 265-5307

Arizona

Donald W. Fry, Director
508 Greater Arizona Savings Building
112 North Central Avenue
Phoenix, Arizona 85004
Tel: (602) 261-3285
FTS 261-3285

Arkansas

*(Dallas, Texas District)
1100 North University
Suite 109
Little Rock, Arkansas 72207
Tel: (501) 378-5157
FTS 740-5157

California

Eric C. Silberstein, Director
11201 Federal Building
11000 Wilshire Boulevard
Los Angeles, California 90024
Tel: (213) 824-7591
FTS 799-7591

*233 A Street
Suite 310
San Diego, California 92101
Tel: (714) 293-5395
FTS 895-5395

California (Continued)

Philip M. Creighton, Director
Federal Building, Box 36013
450 Golden Gate Avenue
San Francisco, California 94102
Tel: (415) 556-5860
FTS 556-5868

Colorado

Norman Lawson, Director
Room 161, New Customhouse
19th and Stout Street
Denver, Colorado 80202
Tel: (303) 837-3246
FTS 327-3246

Connecticut

Richard C. Kilbourn, Director
Room 610-B, Federal Office Building
450 Main Street
Hartford, Connecticut 06103
Tel: (203) 244-3530
FTS 244-3530

Florida

Roger J. LaRoche, Director
Room 821, City National Bank Building
25 West Flagler Street
Miami, Florida 33130
Tel: (305) 350-5267
FTS 350-5267

*128 North Osceola Avenue
Clearwater, Florida 33515
Tel: (813) 446-4081

*604 North Hogan Street
Jacksonville, Florida 32202
Tel: (904) 791-2796
FTS 946-2796

Florida (Continued)

*Collins Building, Room G-20
Tallahassee, Florida 32301
Tel: (904) 488-6469
FTS 946-4320

Georgia

David S. Williamson, Director
Suite 600
1365 Peachtree Street, N. E.
Atlanta, Georgia 30309
Tel: (404) 526-2470
FTS 285-6000

James W. McIntire, Director
235 U. S. Courthouse & P.O. Building
125-29 Bull Street
Savannah, Georgia 31402
Tel: (912) 232-4321 ext. 204
FTS 287-4204

Hawaii

John S. Davies, Director
286 Alexander Young Building
1015 Bishop Street
Honolulu, Hawaii 96813
Tel: (808) 546-8694

Illinois

Gerald M. Marks, Director
1406 Mid Continental Plaza Building
55 East Monroe Street
Chicago, Illinois 60603
Tel: (312) 353-4450
FTS 353-6957

Indiana

Mel R. Sherar, Director
357 U. S. Courthouse & Federal
Office Building
46 East Ohio Street
Indianapolis, Indiana 46204
Tel: (317) 269-6214
FTS 331-6214

Iowa

Jesse N. Durden, Director
609 Federal Building
210 Walnut Street
Des Moines, Iowa 50309
Tel: (515) 284-4222
FTS 862-4222

Kansas

*(St. Louis, Missouri District)
Wichita State University
Clinton Hall, Room 341
Wichita, Kansas 67208
Tel: (316) 267-6160
FTS 752-6160

Kentucky

*(Memphis, Tennessee District)
Capitol Plaza Office Tower
Room 2332
Frankfort, Kentucky 40601
Tel: (502) 875-4421

Louisiana

Edwin A. Leland, Jr., Director
432 International Trade Mart
No. 2 Canal Street
New Orleans, Louisiana 70130
Tel: (504) 589-6546
FTS 682-6546

Maine

*(Boston, Massachusetts District)
Maine State Pier
40 Commercial Street -
Portland, Maine 04111
Tel: (207) 775-3236
FTS 833-3236

Maryland

Carroll F. Hopkins, Director
415 U. S. Customhouse
Gay and Lombard Streets
Baltimore, Maryland 21202
Tel: (301) 962-3560
FTS 922-3560

Massachusetts

Richard F. Treadway, Director
10th Floor, 441 Stuart Street
Boston, Massachusetts 02116
Tel: (617) 223-2312
FTS 223-2312

Michigan

William L. Welch, Director
445 Federal Building
231 West Lafayette
Detroit, Michigan 48226
Tel: (313) 226-3650
FTS 226-3650

*Graduate School of Business
Administration
University of Michigan
Room 288
Ann Arbor, Michigan 48105
Tel: (313) 769-7638
FTS 769-7638

Michigan (Continued)

*300 Federal Square Building
29 Pearl Street, N. W.
Grand Rapids, Michigan 49502
Tel: (616) 456-2411
FTS 456-2411

Minnesota

Glenn A. Matson, Director
306 Federal Building
110 South Fourth Street
Minneapolis, Minnesota 55401
Tel: (612) 725-2133
FTS 725-2133

Mississippi

*(Birmingham, Alabama District)
P. O. Box 849
2003 Walter Sillers Building
Jackson, Mississippi 39205
Tel: (601) 969-4388
FTS 490-4388

Missouri

Donald R. Loso, Director
120 South Central Avenue
St. Louis, Missouri 63105
Tel: (314) 425-3302 or 4
FTS 279-3302

*Room 1840, 601 East 12th Street
Kansas City, Missouri 64106
Tel: (816) 374-3142
FTS 758-3142

Montana

*(Cheyenne, Wyoming District)
210 Miners Bank Building
Park Street
Butte, Montana
Tel: (406) 723-6561 ext. 3317
FTS 585-6561 ext. 3317

Nebraska

George H. Payne, Director
1620 Dodge Street
Omaha, Nebraska 68102
Tel: (402) 221-3665
FTS 864-3665

Nevada

Joseph J. Jeremy, Director
2028 Federal Building
300 Booth Street
Reno, Nevada 89502
Tel: (702) 784-5203
FTS 598-5203

New Jersey

Clifford R. Lincoln, Director
4th Floor, Gateway Building
Market Street & Penn Plaza
Newark, New Jersey 07102
Tel: (201) 645-6214
FTS 341-6214

New Mexico

William E. Dwyer, Director
U. S. Courthouse, Room 316
421 Gold Street
Albuquerque, New Mexico 87101
Tel: (505) 766-2386
FTS 474-2386

New York

Robert F. Magee, Director
1312 Federal Building
111 West Huron Street
Buffalo, New York 14202
Tel: (716) 842-3208
FTS 432-3208

Arthur C. Rutzen, Director
37th Floor, Federal Office Building
26 Federal Plaza, Foley Square
New York, New York 10007
Tel: (212) 264-0634
FTS 264-0600

North Carolina

Joel B. New, Director
203 Federal Building
West Market Street
P. O. Box 1950
Greensboro, North Carolina 27402
Tel: (919) 275-9111 ext. 345
FTS 670-5345

Ohio

Gordon B. Thomas, Director
8028 Federal Office Building
550 Main Street
Cincinnati, Ohio 45205
Tel: (513) 684-2944
FTS 684-2944

Charles B. Stebbins, Director
Room 600
666 Euclid Avenue
Cleveland, Ohio 44114
Tel: (216) 522-3131 ext. 4750
FTS 293-4750

Oklahoma

*(Dallas, Texas District)
4020 Lincoln Boulevard
Oklahoma City, Oklahoma 73105
Tel: (405) 231-5302
FTS 736-5302

Oregon

J. D. Chapman, Director
501 Pittock Block
921 S. W. Washington Street
Portland, Oregon 97205
Tel: (503) 221-3001
FTS 423-3001

Pennsylvania

Patrick P. McCabe, Director
9448 Federal Building
600 Arch Street
Philadelphia, Pennsylvania 19106
Tel: (215) 597-2850
FTS 597-2866

Newton Heston, Jr., Director
2002 Federal Building
1000 Liberty Avenue
Pittsburgh, Pennsylvania 15222
Tel: (412) 644-2850
FTS 722-2850

Puerto Rico

Enrique Vilella, Director
Room 100
Post Office Building
San Juan, Puerto Rico 00902
Tel: (809) 723-4640

Rhode Island

*(Boston, Massachusetts District)
1 Weybossett Hill
Providence, Rhode Island 02903
Tel: (401) 277-2605 ext. 22

South Carolina

Philip A. Ouzts, Director
2611 Forest Drive
Forest Center
Columbia, South Carolina 29204
Tel: (803) 765-5345
FTS 677-5345

*Federal Building, Suite 631
334 Meeting Place
Charleston, South Carolina 29403
Tel: (803) 577-4361
FTS 677-4361

Tennessee

Bradford H. Rice, Director
147 Jefferson Avenue, Room 710
Memphis, Tennessee 38103
Tel: (901) 534-3213
FTS 222-3213

*Andrew Jackson Office Building
Room 1004
Nashville, Tennessee 37219
Tel: (615) 749-5161
FTS 852-5161

Texas

C. Carmon Stiles, Director
1100 Commerce Street
Room 7A5
Dallas, Texas 75202
Tel: (214) 749-1515
FTS 749-1513

Texas (Continued)

Felicito C. Guerrero, Acting Director
1017 Old Federal Building
201 Fannin Street
Houston, Texas 77002
Tel: (713) 226-4231
FTS 527-4231

Utah

George M. Blessing, Jr.
Trade Specialist-in-Charge
1203 Federal Building
125 South State Street
Salt Lake City, Utah 84138
Tel: (801) 524-5116
FTS 588-5116

Virginia

Weldon W. Tuck, Director
8010 Federal Building
400 North 8th Street
Richmond, Virginia 23240
Tel: (804) 782-2246
FTS 925-2246

Washington

Judson S. Wonderly, Director
Lake Union Building, Room 706
1700 Westlake Avenue North
Seattle, Washington 98109
Tel: (206) 442-5615
FTS 399-5615

West Virginia

J. Raymond DePaulo, Director
3000 New Federal Office Building
500 Quarrier Street
Charleston, West Virginia 25301
Tel: (304) 343-6181 ext. 375
FTS 924-1375

Wisconsin

Russell H. Leitch, Director
Federal Building/U.S. Courthouse
517 East Wisconsin Avenue
Milwaukee, Wisconsin 53202
Tel: (414) 224-3473
FTS 362-3473

Wyoming

Lowell O. Burns, Director
6022 O'Mahoney Federal Center
2120 Capitol Avenue
Cheyenne, Wyoming 82001
Tel: (307) 778-2220 ext. 2151
FTS 328-2151

A PARTIAL LISTING OF FOREIGN EMBASSIES IN THE UNITED STATES

AFGHANISTAN

Embassy of Afghanistan
2341 Wyoming Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 234-3770

ARGENTINA

Embassy of the Argentine Republic
1600 New Hampshire Avenue, N. W.
Washington, D. C. 20009
Tel: (202) 332-7100

AUSTRALIA

Embassy of Australia
1601 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 797-3000

AUSTRIA

Embassy of Austria
2343 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 438-4474

BANGLADESH

Embassy of the People's Republic
of Bangladesh
2123 California Street, N. W.
Washington, D. C. 20008
Tel: (202) 737-9169

BARBADOS

Embassy of Barbados
2144 Wyoming Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 387-7374

BELGIUM

Embassy of Belgium
3330 Garfield Street, N. W.
Washington, D. C. 20008
Tel: (202) 333-6900

BOLIVIA

Embassy of Bolivia
1145 19th Street, N. W., Suite 213
Washington, D. C. 20036
Tel: (202) 223-9610

BOTSWANA

Embassy of the Republic of Botswana
4301 Connecticut Avenue, N. W.
Suite 404
Washington, D. C. 20008
Tel: (202) 244-4990

BRAZIL

Brazilian Embassy
3006 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 797-0100

BULGARIA

Embassy of the People's Republic
of Bulgaria
2100 16th Street, N. W.
Washington, D. C. 20009
Tel: (202) 387-7969

BURMA

Embassy of the Socialist Republic
of the Union of Burma
2300 S Street, N. W.
Washington, D. C. 20008
Tel: (202) 332-9044

A PARTIAL LISTING OF FOREIGN EMBASSIES IN THE UNITED STATES (Continued)

BURUNDI

Embassy of the Republic of Burundi
2717 Connecticut Avenue, N. W.
Washington, D. C. 20009
Tel: (202) 387-4477

CAMEROON

Embassy of the United Republic of Cameroon
2349 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 265-8790

CANADA

Embassy of Canada
1746 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 785-1400

CENTRAL AFRICAN REPUBLIC

Embassy of Central African Republic
1618 22nd Street, N. W.
Washington, D. C. 20008
Tel: (202) 265-5637

CEYLON

(See SRI LANKA)

CHILE

Embassy of Chile
1732 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 785-1746

CHINA

Chinese Embassy
4301 Connecticut Avenue, N. W.
Suite 420
Washington, D. C. 20008
Tel: (202) 686-6400

COLOMBIA

Embassy of Colombia
2118 Leroy Place, N. W.
Washington, D. C. 20008
Tel: (202) 387-5828

COSTA RICA

Embassy of Costa Rica
2112 S Street, N. W.
Washington, D. C. 20008
Tel: (202) 234-4945

CYPRUS

Embassy of Cyprus
2211 R Street, N. W.
Washington, D. C. 20008
Tel: (202) 462-5772

CZECHOSLOVAKIA

Embassy of Czechoslovak Socialist Republic
3900 Linnean Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 363-6315

DENMARK

Embassy of Denmark
3200 Whitehaven Street, N. W.
Washington, D. C. 20008
Tel: (202) 234-4300

A PARTIAL LISTING OF FOREIGN EMBASSIES IN THE UNITED STATES (Continued)

DOMINICAN REPUBLIC

Embassy of the Dominican Republic
1715 22nd Street, N. W.
Washington, D. C. 20008
Tel: (202) 332-6280

ECUADOR

Embassy of Ecuador
2535 15th Street, N. W.
Washington, D. C. 20009
Tel: (202) 234-7200

EGYPT

Embassy of the Arab Republic of Egypt
2310 Decatur Place, N. W.
Washington, D. C. 20008
Tel: (202) 232-5400

EL SALVADOR

Embassy of El Salvador
2308 California Street, N. W.
Washington, D. C. 20008
Tel: (202) 265-3480

ETHIOPIA

Embassy of Ethiopia
2134 Kalorama Road, N. W.
Washington, D. C. 20008
Tel: (202) 234-2281

FINLAND

Embassy of Finland
1900 24th Street, N. W.
Washington, D. C. 20008
Tel: (202) 462-0556

FRANCE

Embassy of France
1100 Connecticut Avenue, N. W.
Washington, D. C. 20006
Tel: (202) 223-6710

GABON

Embassy of the Gabonese Republic
2210 R Street, N. W.
Washington, D. C. 20008
Tel: (202) 797-1000

GERMANY

Embassy of the Federal Republic
of Germany
4645 Reservoir Road, N. W.
Washington, D. C. 20007
Tel: (202) 331-3000

GHANA

Embassy of Ghana
2460 16th Street, N. W.
Washington, D. C. 20009
Tel: (202) 462-0761

GREAT BRITAIN

British Embassy
3100 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 462-1340

GREECE

Embassy of Greece
2221 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 667-3168

A PARTIAL LISTING OF FOREIGN EMBASSIES IN THE UNITED STATES (Continued)

GUATEMALA

Embassy of Guatemala
2220 R Street, N. W.
Washington, D. C. 20008
Tel: (202) 332-2865

GUINEA

Embassy of the Republic of Guinea
2112 Leroy Place, N. W.
Washington, D. C. 20008
Tel: (202) 483-9420

GUYANA

Embassy of Guyana
2490 Tracy Place, N. W.
Washington, D. C. 20008
Tel: (202) 265-6900

HAITI

Embassy of Haiti
4400 17th Street, N. W.
Washington, D. C. 20011
Tel: (202) 723-7000

HONDURAS

Embassy of Honduras
4715 16th Street, N. W.
Washington, D. C. 20011
Tel: (202) 723-4923

HUNGARY

Embassy of the Hungarian People's Republic
2437 15th Street, N. W.
Washington, D. C. 20009
Tel: (202) 387-3800

ICELAND

Embassy of Iceland
2022 Connecticut Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 365-6653

INDIA

Embassy of India
2107 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 265-5050

INDONESIA

Embassy of the Republic of Indonesia
2020 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 293-1745

IRAN

Imperial Embassy of Iran
3005 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 483-5500

IRELAND

Embassy of Ireland
2234 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 483-7639

ISRAEL

Embassy of Israel
1621 22nd Street, N. W.
Washington, D. C. 20008
Tel: (202) 483-4100

A PARTIAL LISTING OF FOREIGN EMBASSIES IN THE UNITED STATES (Continued)

ITALY

Embassy of Italy
1601 Fuller Street, N. W.
Washington, D. C. 20009
Tel: (202) 234-1935

IVORY COAST

Embassy of the Republic of Ivory Coast
2424 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 483-2400

JAMAICA

Embassy of Jamaica
1666 Connecticut Avenue, N. W.
Washington, D. C. 20009
Tel: (202) 387-1010

JAPAN

Embassy of Japan
2520 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 234-2266

JORDAN

Embassy of the Hashemite Kingdom of Jordan
2319 Wyoming Avenue, N. W.
Washington, D.C. 20008
Tel: (202) 365-1606

KENYA

Embassy of Kenya
2249 R Street, N. W.
Washington, D. C. 20008
Tel: (202) 387-6101

KHMER REPUBLIC

Embassy of the Khmer Republic
4500 16th Street, N. W.
Washington, D. C. 20011
Tel: (202) 726-2404

KOREA

Embassy of Korea
2320 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 438-7383

LAOS

Embassy of Laos
2222 S Street, N. W.
Washington, D. C. 20008
Tel: (202) 332-6416

LEBANON

Embassy of Lebanon
2560 28th Street, N. W.
Washington, D. C. 20008
Tel: (202) 332-0300

LESOTHO

Embassy of the Kingdom of Lesotho
Caravel Building, Suite 300
1601 Connecticut Avenue, N. W.
Washington, D. C. 20009
Tel: (202) 462-4190

LIBERIA

Embassy of Liberia
5201 16th Street, N. W.
Washington, D. C. 20011
Tel: (202) 723-0437

A PARTIAL LISTING OF FOREIGN EMBASSIES IN THE UNITED STATES (Continued)

LIBYA

Embassy of the Libyan Arab Republic
1717 Massachusetts Avenue, N. W.
Suite 605
Washington, D. C. 20008
Tel: (202) 387-3055

MADAGASCAR

Embassy of Madagascar
2374 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 265-5525

MALAWI

Malawi Embassy
2362 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 234-9313

MALAYSIA

Embassy of Malaysia
2401 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 234-7600

MALI

Embassy of the Republic of Mali
2130 R Street, N. W.
Washington, D. C. 20008
Tel: (202) 332-2249

MALTA

Embassy of Malta
2017 Connecticut Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 462-3611

MAURITANIA

Embassy of the Islamic Republic
of Mauritania
2129 Leroy Place, N. W.
Washington, D. C. 20008
Tel: (202) 232-5700

MAURITIUS

Embassy of Mauritius
4301 Connecticut Avenue, N.W.
Suite 134
Washington, D. C. 20008
Tel: (202) 244-1491

MEXICO

Embassy of Mexico
2829 16th Street, N. W.
Washington, D. C. 20009
Tel: (202) 234-6000

MOROCCO

Embassy of Morocco
1601 21st Street, N. W.
Washington, D. C. 20009
Tel: (202) 462-7979

NEPAL

Royal Nepalese Embassy
2131 Leroy Place, N. W.
Washington, D. C. 20008
Tel: (202) 667-4550

NETHERLANDS

Embassy of the Netherlands
4200 Linnean Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 244-5300

A PARTIAL LISTING OF FOREIGN EMBASSIES IN THE UNITED STATES (Continued)

NEW ZEALAND

Embassy of New Zealand
19 Observatory Circle, N. W.
Washington, D. C. 20008
Tel: (202) 265-1721

NICARAGUA

Embassy of Nicaragua
1627 New Hampshire Avenue, N. W.
Washington, D. C. 20009
Tel: (202) 387-4371

NIGER

Embassy of the Republic of Niger
2204 R Street, N. W.
Washington, D. C. 20008
Tel: (202) 483-4224

NIGERIA

Embassy of Nigeria
1333 16th Street, N. W.
Washington, D. C. 20036
Tel: (202) 223-9300

NORWAY

Embassy of Norway
3401 Massachusetts Avenue, N. W.
Washington, D. C. 20007
Tel: (202) 333-6000

PAKISTAN

Embassy of Pakistan
2315 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 332-8330

PANAMA

Embassy of Panama
2862 McGill Terrace, N. W.
Washington, D. C. 20008
Tel: (202) 483-1407

PARAGUAY

Embassy of Paraguay
2400 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 438-6960

PERU

Embassy of Peru
1700 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 833-9860

PHILIPPINES

Embassy of the Philippines
1617 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 483-1414

POLAND

Embassy of the Polish People's Republic
2640 16th Street, N. W.
Washington, D. C. 20009
Tel: (202) 234-3800

PORTUGAL

Embassy of Portugal
2125 Kalorama Road, N. W.
Washington, D. C. 20008
Tel: (202) 265-1643

A PARTIAL LISTING OF FOREIGN EMBASSIES IN THE UNITED STATES (Continued)

QATAR

Embassy of the State of Qatar
2721 Connecticut Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 332-2300

ROMANIA

Embassy of the Socialist Republic of Romania
1607 23rd Street, N. W.
Washington, D. C. 20009
Tel: (202) 232-4747

RWANDA

Embassy of the Republic of Rwanda
1714 New Hampshire Avenue, N. W.
Washington, D. C. 20009
Tel: (202) 232-2882

SAUDI ARABIA

Embassy of Saudi Arabia
1520 18th Street, N. W.
Washington, D. C. 20036
Tel: (202) 483-2100

SENEGAL

Embassy of the Republic of Senegal
2112 Wyoming Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 234-0540

SIERRA LEONE

Embassy of Sierra Leone
1701 19th Street, N. W.
Washington, D. C. 20009
Tel: (202) 265-7700

SINGAPORE

Embassy of the Republic of Singapore
1824 R Street, N. W.
Washington, D. C. 20009
Tel: (202) 667-7555

SOMALIA

Embassy of the Somali Democratic Republic
600 New Hampshire Avenue, N. W.
Suite 710
Washington, D. C. 20037
Tel: (202) 234-3261

SOUTH AFRICA

Embassy of South Africa
3051 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 232-4400

SPAIN

Embassy of Spain
2558 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 332-4262

SRI LANKA

Embassy of Sri Lanka
2148 Wyoming Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 483-4025

SUDAN

Embassy of the Democratic Republic of the Sudan
600 New Hampshire Avenue, N. W.
Suite 400
Washington, D. C. 20037
Tel: (202) 338-8565

A PARTIAL LISTING OF FOREIGN EMBASSIES IN THE UNITED STATES (Continued)

SWAZILAND

Embassy of the Kingdom of Swaziland
4301 Connecticut Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 362-6683

SWEDEN

Embassy of Sweden
600 New Hampshire Avenue, N. W.
Washington, D. C. 20037
Tel: (202) 965-4100

SWITZERLAND

Embassy of Switzerland
2900 Cathedral Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 462-1811

SYRIA

Embassy of the Syrian Arab Republic
600 New Hampshire Avenue, N. W.
Suite 1120
Washington, D. C. 20037
Tel: (202) 965-2005

TANZANIA

Embassy of the United Republic of Tanzania
2010 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 872-1005

THAILAND

Embassy of Thailand
2300 Kalorama Road, N. W.
Washington, D. C. 20008
Tel: (202) 667-1446

TOGO

Embassy of the Republic of Togo
2208 Massachusetts Avenue, N.W.
Washington, D. C. 20008
Tel: (202) 234-4212

TRINIDAD AND TOBAGO

Embassy of Trinidad and Tobago
1708 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 467-6490

TUNISIA

Embassy of Tunisia
2408 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 234-6644

TURKEY

Embassy of the Republic of Turkey
1606 23rd Street, N. W.
Washington, D. C. 20008
Tel: (202) 667-6400

UGANDA

Embassy of the Republic of Uganda
5909 16th Street, N. W.
Washington, D. C. 20011
Tel: (202) 726-7100

UNION OF SOVIET SOCIALIST REPUBLICS

Embassy of the Union of Soviet Socialist Republics
1825 Phelps Place, N. W.
Washington, D. C. 20008
Tel: (202) 265-2607

A PARTIAL LISTING OF FOREIGN EMBASSIES IN THE UNITED STATES (Continued)

UPPER VOLTA

Embassy of the Republic of Upper Volta
5500 16th Street, N. W.
Washington, D. C. 20011
Tel: (202) 726-0992

URUGUAY

Embassy of Uruguay
1918 F Street, N. W.
Washington, D. C. 20006
Tel: (202) 331-1313

VENEZUELA

Embassy of Venezuela
2445 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 265-9600

YUGOSLAVIA

Embassy of the Socialist Fed. Republic of Yugoslavia
2410 California Street, N. W.
Washington, D. C. 20008
Tel: (202) 462-6566

ZAIRE

Embassy of the Republic of Zaire
1200 New Hampshire Avenue, N. W.
Washington, D. C. 20009
Tel: (202) 234-7690

ZAMBIA

Embassy of the Republic of Zambia
2419 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 265-9717

DELEGATION OF THE COMMISSION OF THE EUROPEAN COMMUNITIES

2100 M Street, N. W.
Suite 707
Washington, D. C. 20037
Tel: (202) 872-8350

ITALIAN FEDERATION OF FARMERS' COOPERATIVES

1735 Eye Street, N. W.
Washington, D. C. 20006
Tel: (202) 833-1323

TRANSPORTATION SERVICES

The following agencies, departments, and associations can give general information on transportation services for exports of food and other agricultural commodities:

U. S. DEPARTMENT OF AGRICULTURE
Foreign Agricultural Service
Export Trade Services Division
Room 5935-South Building
Tel: (202) 447-7481

Helps to identify transportation problems and expedites solutions working with the trade, cooperators, and State Departments of Agriculture.

AGRICULTURAL RESEARCH SERVICE
Transportation and Facilities
Room 214, Building 005, USDA/ARC/West
Beltsville, Maryland 20705
Tel: (301) 344-2780

Performs transportation research for domestic and foreign marketing.

U. S. DEPARTMENT OF COMMERCE
Maritime Administration
Office of Ports and Intermodal Development
Washington, D. C. 20230
Tel: (202) 377-4123

CIVIL AERONAUTICS BOARD
1825 Connecticut Avenue, N. W.
Washington, D. C. 20428
Tel: (202) 393-3111

An independent regulatory agency to encourage the development of an effective air transportation system; regulates air transportation; promotes adequate, economical, and efficient service at reasonable charges; and promotes, encourages, and develops civil aeronautics.

INTERSTATE COMMERCE COMMISSION
Constitution Avenue & 12th Street, N. W.
Washington, D. C. 20423
Tel: (202) 655-4000

A Federal agency to regulate interstate surface transportation for the benefit of the public.

FEDERAL MARITIME COMMISSION
Office of Tariffs and Practices
1405 I Street, N. W.
Washington, D. C. 20573
Tel: (202) 382-3453

An independent agency that administers the regulatory statutes affecting water common carriers engaged in U. S. foreign commerce and the relationships between those carriers and shippers.

Associations

AIR FREIGHT FORWARDERS ASSOCIATION
1730 Rhode Island Avenue, N. W.
Washington, D. C. 20005
Tel: (202) 293-1030

Information about air freight forwarders and their role in handling small shipments, performing complete traffic function for companies not having traffic departments, and coordinating and expediting all types of traffic for all classes of air shippers, including export documentation, banking, and other services.

ASSOCIATION OF AMERICAN RAILROADS
1920 L Street, N. W.
Washington, D. C. 20036
Tel: (202) 293-4000

The central coordinating and research agency in railroad operating--maintenance engineering, research safety, accounting, finance, valuation, taxation, legislation, and transportation.

AMERICAN TRUCKING ASSOCIATION
1616 P Street, N. W.
Washington, D. C. 20036
Tel: (202) 797-5000

A national federation of 51 independent and autonomous "state trucking associations," each representing all classes and types of trucking operations, and 13 independent and autonomous "conferences," each of which represents a special class or type of trucking operation.

AMERICAN ASSOCIATION OF PORT AUTHORITIES
1612 K Street, N. W.
Washington, D. C. 20006
Tel: (202) 638-6263

A corporate body whose members include all the 70 major ports in the U. S. It provides the exporter and importer with information to help minimize the total cost of shipments and detailed rate schedules for both the land and ocean segments of transportation.

EXPORT PUBLICATIONS

U. S. DEPARTMENT OF AGRICULTURE

Foreign Agricultural Service
Information Services Staff
FAS, Room 5918-South
Washington, D. C. 20250

Foreign Agriculture: A weekly magazine reporting on and interpreting world agricultural developments for U. S. producers, processors, distributors, and users of farm products. Emphasis is on current and background information useful to export marketing. Includes news and statistics on world crops and markets. Subscription: $34.35 per year in U. S. ($42.95 foreign). Send order and check to Superintendent of Documents, U. S. Government Printing Office, Washington, D. C. 20402.

Foreign Agricultural Circulars: Production, trade and other specialized reports on major world commodity groups issued at irregular intervals during the year; also monthly statistical report on commodities in world trade; no charge for single copies. Available without cost to residents of the United States. For complete information and order blank, write the Information Services Staff as noted above.

Special Reports: Reports on foreign agricultural situations, particularly relating to agricultural commodity and trade policy developments; no charge for single copies. For catalogue and ordering instructions, write the Information Services Staff.

Dictionary of International Agricultural Trade: A vocabulary of foreign agricultural trade terms (AH-411 April 1971).

How Small Business Can Benefit From PL-480 Exports: A brief explanation of the Title I PL-480 sales program, intended primarily to inform the exporter not now participating in this program.

U. S. DEPARTMENT OF AGRICULTURE (Continued)

The Public Law-480 Program: Brochure explaining the sales and donations programs under Public Law-480.

CCC Export Credit Sales Program, General Information: Describes in outline form this short-term export credit program, with specimen forms of basic documents.

CCC Export Credit Sales Program--How It Works: Essentials of this credit program and how to participate.

Annual Report, Public Law-480: President's report to Congress on PL-480 operations. Available annually about April 1 for the preceding calendar year.

Economic Research Service
Division of Information, ERS
U. S. Department of Agriculture
Washington, D. C. 20250

Foreign Agricultural Trade of the United States: A monthly statistical and analytical review emphasizing the current status and outlook for U. S. agricultural trade, including exports under specified Government-financed programs, commercial exports, price developments, and quantity index for selected commodity groups.

World Monetary Conditions in Relation to Agricultural Trade: Reviews important events in international finance and trade and their implications for U. S. agricultural exports, and appraises the financial position of selected foreign countries. Special articles provide a background of monetary intelligence. The contributions of agriculture to the U. S. balance of payments and to total trade position also are reviewed.

World Agricultural Situation: Appraises world agriculture for the current calendar year. Regional situation reports are issued in April for Western Hemisphere, Western Europe, the Communist Areas, Far East and Oceania, and Africa and West Asia. Each report gives data by country on agricultural output, U. S. trade, trends, and policy developments.

U. S. DEPARTMENT OF AGRICULTURE (Continued)

Extension Service
J. R. Corley
ES, U. S. Department of Agriculture
Washington, D. C. 20250

How to Develop Export Markets for U. S. Foods and Agricultural Products: (1) Exporter's Guide provides a concise set of guidelines for the businessman who is contemplating exporting his products; (2) Instructor's Handbook provides information for use in conducting meetings, seminars, and workshops on export marketing of agricultural and food products. Visual outline suitable for making transparencies included.

Building World Markets for U. S. Soybeans: A leaflet useful as a handout at producer meetings on the importance of various activities used to develop markets for soybeans.

U. S. DEPARTMENT OF COMMERCE

Commerce Today: Bi-weekly news magazine, the principal Department of Commerce publication on international trade. Concise, up-to-date information on trade and investment around the world; special sections on business leads; export, import, agency, and investment opportunities. Sample copy from Department of Commerce District Offices on request.

Commerce Business Daily: A daily synopsis of U. S. Government procurement invitations, subcontracting leads, contract awards, sales of surplus property, and foreign business opportunities. Daily. Order from Department of Commerce District Offices or the Superintendent of Documents, Washington, D. C. 20402.

Checklist of International Business Publications: Lists international publications issued by the Commerce Department. Order from Department of Commerce District Offices. (Free)

U. S. DEPARTMENT OF COMMERCE (Continued)

A Basic Guide to Exporting: Describes basic steps in exporting as well as services of the Department of Commerce. For sale by the Superintendent of Documents, U. S. Government Printing Office, Washington, D. C. 20402.

Overseas Trade Centers and Fairs: Describes the overseas exhibitions program of the Department of Commerce and tells how firms can take part in exhibitions. Available from Department of Commerce District Offices.

A Guide to Financing Exports: Discusses methods of financing and organizations which offer financing services for exporters. Available from Commerce Department District Offices. (Free)

The EMC-Your Export Department: Describes the services offered firms new to export by Export Management Companies. Available from Commerce Department District Offices. (Free)

How to Get the Most from Overseas Exhibitions: Describes techniques and practices for successfully exhibiting products at overseas fairs and exhibitions. Available from Commerce Department District Offices. (Free)

World Traders Data Reports: These reports provide detailed descriptive background information on specific foreign firms. They contain names, addresses of sources of credit, financial and commercial data as well as information on year established, method of operation, lines handled, size of firm's sales territory, name of chief executive, general reputation in trade and financial circles, and names of firm's trading connections. Available from Department of Commerce District Offices.

U. S. DEPARTMENT OF COMMERCE (Continued)

Agent/Distributor Service: Designed for the businessman who needs assistance in identifying potential foreign agents or distributors, who may be interested in a business relationship. Information supplied consists of up to three names of foreign companies who have expressed an interest in the specific U. S. proposal and who have indicated a readiness to correspond with the requesting U. S. firm. Service available from Commerce Department District Offices.

U. S. Trade Promotion Facilities Abroad: Gives detailed description of overseas U. S. Trade Centers, including technical data, location map, photos, summaries of market potential and review of various services and programs offered to business firms utilizing the display facilities. Available from Commerce Department District Offices. (Free)

Overseas Trade Promotions Calendar: Contains a 12-month schedule of U. S. Trade Center exhibitions, international trade fairs in which United States participation is planned, and a number of other overseas trade promotional activities planned and organized by the U. S. Department of Commerce. Revised quarterly. Available from Commerce Department District Offices. (Free)

PARTIAL LIST OF BUSINESS PUBLICATIONS

Container News (Magazine): Covers significant U. S. and world developments in containerization and intermodal transportation by ocean, rail, motor truck and air. Published monthly by Communications Channels, 461 Eighth Avenue, New York, New York 10001.

Quick Frozen Foods International (Magazine): Quarterly for the international frozen food industry. Circulated in over 80 countries. Publisher: E. W. Williams, 757 Third Avenue, New York, New York 10017.

PARTIAL LIST OF BUSINESS PUBLICATIONS (Continued)

Intermodal World (Magazine): Articles on cargo transport and handling methods from breakbulk to containerization, roll on/roll off and L.A.S.H. in. Published monthly by Brandon's Intermodal World, World Trade Center, New York, New York 10048. West Coast Office: 2 Sherwood Court, San Francisco, California 94127.

Worldwide Marketing Horizons: A bi-monthly magazine with feature articles and listings of marketing opportunities in international trade. Pan American World Airways, Inc., Pan Am Building, New York, New York 10017.

Export Handbook: A publication of the Mid-America International Agri-Trade Council outlining the various methods of selling overseas, the services provided by specialized agencies in foreign trade, the major export service agencies in the Midwest, and other information for Midwest exporters of food and agricultural products. For copies write MIATCO, Suite 710, 300 West Washington Street, Chicago, Illinois 60606.

AIM Export Directory: A publication of the Atlantic International Marketing Committee representing the State Departments of Agriculture of North Carolina, South Carolina, Maryland, Georgia, and Virginia. Lists and describes export products, export contacts and export services in the area. Copies can be obtained from any of the above State Departments of Agriculture.

American Register of Exporters and Importers: Lists over 25,000 active American export and import firms, products handled, and allied data. Includes names of some 2,500 buyers and bankers. American Register of Exporters and Importers Corporation, 90 West Broadway, New York, New York 10007.

PARTIAL LIST OF BUSINESS PUBLICATIONS (Continued)

Thomas Grocery Register: A directory of the grocery and allied trades published mid-year. Volume I, Seller's Guide, lists supermarket chains, wholesalers, and brokers. Volume II, Buyer's Guide, includes manufacturers of foods, non-foods, equipment, supplies; services, importers, exporters, warehouses, and brand names/trademarks. A-Z Indexes list 30,000 companies. Thomas Publishing Company, One Penn Plaza, New York, New York, 10001.

Custom House Guide: United States tariff schedules, duty rates, ports, internal revenue code, customs, shipping and Commerce regulations, and reciprocal trade agreements. Annual. Custom House Guide, 134 North Thirteenth Street, Philadelphia, Pennsylvania 19107. Includes 12 monthly issues of the American Import and Export Bulletin, a companion publication which will keep the guide up-to-date throughout the year.

Export Shipping Manual, International Trade Reporter: Contains country-by-country shipping information. Supplementary pages are mailed to subscribers incorporating changes as they occur. The Bureau of National Affairs, Inc., 1231 Twenty-fifth Street, N. W., Washington, D. C. 20037.

Import and Exchange Controls Manual: Import controls and regulations for all foreign markets with a weekly supplement incorporating changes. The Bureau of National Affairs, Inc., 1231 Twenty-fifth Street, N. W., Washington, D. C. 20037.

Practical Exporting and Importing: A textbook describing the fundamental operations in exports from a businessman's point of view. Philip MacDonald, second edition, 1959. The Ronald Press Company, 79 Madison Avenue, New York, New York 10016.

DUN & BRADSTREET PUBLICATIONS
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Exporters' Encyclopedia-World Marketing Guide: Regulations and procedures required for shipping to every country in the world, plus information on preparing export shipments. Lists world ports, steamship lines, freight forwarders, Government agencies, and foreign trade organizations. Special sections on packing, marine insurance, export terms, and many other aspects of foreign trade.

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An Introduction to Doing Import and Export Business: Manual discusses the factors that should be considered in organizing and conducting an import or export business. Lists selected sources of information.

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